

## Universitas Negeri Surabaya Faculty of Mathematics and Natural Sciences Undergraduate Chemistry Education Study Program

Document Code

## SEMESTER LEARNING PLAN

Courses				CODE			Cou	Course Family				Credi	t Weig	jht	SEMES	TER	Co Da	ompilati ite	on	
Entrepreneurship				8420402275 Compute Subject					Curriculum T=2 P=0 ECTS=3.18				3	Jul	ly 17, 20	)24				
AUTHOR	IZAT	ION		SP Develop	per			- <del>ousj</del>	<del></del>	moun			Clust	er Coo	ordinator	Study	Program	Coor	dinator	
																Prof.	Dr. Utiya	Aziza	h, M.Pd	1.
Learning model		Project Based Lo	earning	]							1									
Program		PLO study program which is charged to the course																		
Learning Outcome		Program Objec	tives (I	PO)																
(PLO)	Ī	PO - 1	Studer	nts have knov	vledge	e of the	e basi	c prine	ciples	and ge	nera	al conc	epts of	entre	preneurship	)				
		PO - 2	Studer partner	tudents have knowledge of the basic principles and general concepts of entrepreneurship tudents can apply the entrepreneurial process which includes: selecting the type of business, production, marketing, artnerships and financial management as well as preparing a business plan																
	Ī	PO - 3	Studer	nts have an e	ntrepr	reneur	ial spi	rit and	l make	e entre	oren	eurshi	o a wa	y of life	e by being a	ble to co	nmunicat	e and	lead	
	Ī	PO - 4	Studer	nts are able to	o appl	y busi	ness r	nanaç	gemer	nt in ma	nagi	ing the	ir busi	ness						
	Ī	PLO-PO Matrix																		
		PO Matrix at the	e end c	P.O P-1 P-2 P-3	ning	2	3	4	5	6	7	8	Weel 9	< 10		2 13		15	16	
Short Course Descript	ion	Study of the mear	ning of e	entrepreneurs	ship, c	choosii	ng the	type	of bus	siness,	prod	luction	, mark	eting,	partnership	s and fina	ncial mar	agem	ent.	
Reference	ces	Main :																		
			2013. M an dan I		ajarar	ו Kewi	irausa	haan.	Drjer	1 Pemb	elaja	aran da	an Kei	nahas	iswaan. Dii	jen Pend	idikan Tir	ıggi. ł	<ementr< td=""><td>rian</td></ementr<>	rian
		Supporters:			_	_	_	_	_		_	_		_				_		
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Supporting lecturer Nur Hayati, S.Si., M.Si. Nur Hayati, S.Si., M.Si. Mirwa Adiprahara Angga			Pd.																	
Week-			Evaluation					Help Learning, Learning methods, Student Assignments, [Estimated time]				arning terials		sessm /eight ( <sup>0</sup>						

	stage (Sub-PO)	Indicator	Criteria & Form	Offline( offline)	Online ( <i>online</i> )	[References]	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Understand the general concept of entrepreneurship	1. Understand the meaning and concept of entrepreneurship 2. Understand the characteristics of entrepreneurship 3. Understand the goals and benefits of entrepreneurship	Criteria: Using interactive lecture and discussion methods Form of Assessment : Participatory Activities	Using 100 interactive lecture and discussion methods		Material: Definition and concept of entrepreneurship <b>Reference:</b> 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	2%
2	Understand the concept of selecting a type of business	<ol> <li>Explain the meaning of types of business</li> <li>Explain the steps for selecting a type of business</li> <li>Explain the benefits of choosing a type of business</li> </ol>	Criteria: 1.Participation during lectures is carried out through observation (weight 2) 2.UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3.Tasks are weighted (3) 4.The final NA is (participation value x2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Participatory Activities	Lectures and discussions 1 X 50		Material: Characteristics of entrepreneurship Reference: 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	2%
3	Understand the production process of goods and services	<ol> <li>Explain the meaning of production of goods and services</li> <li>Explain the goals and benefits of producing goods and services</li> <li>Explains things that need to be considered and prepared in the production of goods and services</li> <li>Explain the cycle, results, layout in the production of goods and services</li> <li>Explains may be and services</li> <li>Explains the cycle, results, layout in the production of goods and services</li> <li>Explains warehouse and maintenance issues</li> </ol>	<ul> <li>Criteria: <ol> <li>Participation during lectures is carried out through observation (weight 2)</li> <li>UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2))</li> <li>Tasks are weighted (3)</li> <li>The final NA is (participation value x 2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10</li> </ol> Form of Assessment : Project Results Assessment / Product Assessment</li></ul>	Lectures and demos introducing materials in front of class 2 X 50		Material: Goals and benefits of entrepreneurship Reference: 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	10%

4	Understand the production process of goods and services	<ol> <li>Explain the meaning of production of goods and services</li> <li>Explain the goals and benefits of producing goods and services</li> <li>Explains things that need to be considered and prepared in the production of goods and services</li> <li>Explains the cycle, results, layout in the production of goods and services</li> <li>Explains warehouse and maintenance issues</li> </ol>	Criteria: 1.Participation during lectures is carried out through observation (weight 2) 2.UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3.Tasks are weighted (3) 4.The final NA is (participation value x2) (assignment value x 3) (UTS value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Project Results Assessment / Product Assessment	Lecture and demonstration on the introduction of materials in front of the 2 X 50 class	Material: Understanding the production of goods and services References: 2. Team. 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture	10%
5	Understand marketing concepts	<ol> <li>Explain the basic concepts of marketing</li> <li>Explain marketing aspects</li> </ol>	Criteria: 1. Participation during lectures is carried out through observation (weight 2) 2. UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3. Tasks are weighted (3) 4. The final NA is (participation value x2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Project Results Assessment / Product Assessment	Lectures and discussions 2 X 50	Material: Basic marketing concepts References: 1. Entrepreneurship. Unipress: Unesa.	10%
6	Understand marketing concepts	<ol> <li>Explain the basic concepts of marketing</li> <li>Explain marketing aspects</li> </ol>	Criteria: 1. Participation during lectures is carried out through observation (weight 2) 2. UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3. Tasks are weighted (3) 4. The final NA is (participation value x2) (assignment value x 3) (UTS value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Project Results Assessment, Portfolio Assessment	Lectures and discussions 2 X 50	Material: Marketing Aspects Literature: 3. Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat	10%

7	Understanding business partnerships	<ol> <li>Explain the meaning of partnership</li> <li>Explain the areas and patterns of partnerships</li> <li>Explain the implementation of the partnership</li> <li>Explain partnership factors</li> <li>Explain the meaning of measuring partner success</li> </ol>	Criteria: Lectures and demos introducing the material in front of the class Form of Assessment : Project Results Assessment / Product Assessment	Lectures and discussions 2 X 50		Material: marketing concept References: 3. Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat	10%
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8	Understand the general concept of	1.Explain the meaning and	Criteria: UTS, carried out once,	- 2 X 50	Material: kwu References: 1.	10%
	entrepreneurship,		assesses all relevant		Entrepreneurship	
	understand the	concept of	indicators through a		Team. 2016.	
	concept of	entrepreneurship	written exam,		Entrepreneurship.	
	selecting the type of business,	2.Mention the	averaged and weighted (2))		Unipress: Unesa.	
	understand the	characteristics of	weighted (2))		· / · · · · · · · ·	
	production process	entrepreneurship	Form of Assessment :			
	of goods and	<ol><li>Explain the</li></ol>	Portfolio Assessment,			
	services, understand the	goals and	Practice/Performance,			
	concept of	benefits of	Test			
	marketing,	entrepreneurship				
	understand	<ol><li>Explain the</li></ol>				
	business	meaning of				
	partnerships	types of				
		business				
		5.Explain the				
		steps for				
		selecting a type				
		of business				
		<ol><li>Explain the</li></ol>				
		benefits of				
		choosing a type				
		of business				
		7.Explain the				
		meaning of				
		production of				
		goods and				
		services				
		8.Explain the				
		goals and				
		benefits of				
		producing goods				
		and services				
		9.Explains things				
		that need to be				
		considered and				
		prepared in the				
		production of				
		goods and				
		services 10.Explain the				
		cycle, results,				
		layout in the				
		production of				
		goods and				
		services				
		11.Explains				
		warehouse and				
		maintenance				
		issues				
		12.Explain the				
		basic concepts				
		of marketing				
		13.Explain				
		marketing				
		aspects				
		14.Explain the				
		meaning of				
		partnership				
		15.Explain the				
		areas and				
		patterns of				
		partnerships				
		16.Explain the				
		implementation				
		of the				
		partnership				
		17.Explain				
		partnership				
		factors				
		18.Explain the				
		meaning of				
		measuring				
		partner success				
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9	Understanding Business Financial	Explain the meaning of financial	Criteria:	Lectures and	Material:	2%
	Management	management.	<ol> <li>Participation during lectures is carried out through observation (weight 2)</li> <li>UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2))</li> <li>Tasks are weighted (3)</li> <li>The final NA is (participation value x2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10</li> </ol>	discussions 2 X 50	Financial management <b>References:</b> 2. <i>Team.</i> 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture	
10	Understanding Business Financial Management	Explain the meaning of financial management.	Criteria: 1.Participation during lectures is carried out through observation (weight 2) 2.UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3.Tasks are weighted (3) 4.The final NA is (participation value x2) (assignment value x 3) (UTS value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Project Results Assessment / Product Assessment	Lectures and discussions 2 X 50	Material: Financial management References: 1. Entrepreneurship. Unipress: Unesa.	3%
11	Understand Business Plans and their applications	Explain the method/process for selecting the type of business, production, marketing, partnerships and financial management in the business plan paper	Criteria: Discussions and assignments Form of Assessment : Project Results Assessment / Product Assessment	Prepare a business plan and presentation 2 X 50	Material: business plan References: 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	3%
12	Understand Business Plans and their applications	Explain the method/process for selecting the type of business, production, marketing, partnerships and financial management in the business plan paper	Criteria: - Form of Assessment : Project Results Assessment / Product Assessment	Prepare a business plan and presentation 2 X 50	Material: business plan References: 2. Team. 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture	3%
13	Understand business plan applications	Able to put into practice the business plan created	Criteria: Presentation results as UAS scores Form of Assessment : Project Results Assessment / Product Assessment	business practice 2 X 50	Material: Business plan application References: 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	5%
14	Understand business plan applications	Able to put into practice the business plan created	Criteria: The results of the presentation are the final semester exam scores Form of Assessment : Project Results Assessment / Product Assessment	business practice 2 X 50	Material: business plan References: 1. Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.	5%

15	Understand business plan applications	Able to put into practice the business plan created	Criteria: The results of the presentation are the final semester exam scores Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance	business practice 2 X 50	Material: business plan References: 2. Team. 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture	7%
16	Understand business plan applications	Able to put into practice the business plan created	Criteria: 1.Participation during lectures is carried out through observation (weight 2) 2.UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) 3.Tasks are weighted (3) 4.The final NA is (participation value x2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10 Form of Assessment : Participatory Activities, Tests	Prepare a 2 X 50 practice report	Material: UAS Literature: 3. Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat	8%

## Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	10%
2.	Project Results Assessment / Product Assessment	62.5%
3.	Portfolio Assessment	13.33%
4.	Practice / Performance	6.83%
5.	Test	7.33%
		99.99%

Notes

- Learning Outcomes of Study Program Graduates (PLO Study Program) are the abilities possessed by each Study Program
  graduate which are the internalization of attitudes, mastery of knowledge and skills according to the level of their study program
  obtained through the learning process.
- 2. The PLO imposed on courses are several learning outcomes of study program graduates (CPL-Study Program) which are used for the formation/development of a course consisting of aspects of attitude, general skills, special skills and knowledge.
- 3. Program Objectives (PO) are abilities that are specifically described from the PLO assigned to a course, and are specific to the study material or learning materials for that course.
- 4. **Subject Sub-PO (Sub-PO)** is a capability that is specifically described from the PO that can be measured or observed and is the final ability that is planned at each learning stage, and is specific to the learning material of the course.
- 5. Indicators for assessing abilities in the process and student learning outcomes are specific and measurable statements that identify the abilities or performance of student learning outcomes accompanied by evidence.
- Assessment Criteria are benchmarks used as a measure or measure of learning achievement in assessments based on predetermined indicators. Assessment criteria are guidelines for assessors so that assessments are consistent and unbiased. Criteria can be quantitative or qualitative.
- 7. Forms of assessment: test and non-test.
- 8. Forms of learning: Lecture, Response, Tutorial, Seminar or equivalent, Practicum, Studio Practice, Workshop Practice, Field Practice, Research, Community Service and/or other equivalent forms of learning.
- 9. Learning Methods: Small Group Discussion, Role-Play & Simulation, Discovery Learning, Self-Directed Learning, Cooperative Learning, Collaborative Learning, Contextual Learning, Project Based Learning, and other equivalent methods.
- 10. Learning materials are details or descriptions of study materials which can be presented in the form of several main points and subtopics.
- 11. The assessment weight is the percentage of assessment of each sub-PO achievement whose size is proportional to the level of difficulty of achieving that sub-PO, and the total is 100%.
- 12. TM=Face to face, PT=Structured assignments, BM=Independent study.