



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

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																																																																																				
Entrepreneurship	4720102174	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	3	June 18, 2023																																																																																																				
AUTHORIZATION	SP Developer		Course Cluster Coordinator	Study Program Coordinator																																																																																																					
	Prof. Dr. Titik Taufikurohmah, M.Si.		Dr. Dina Kartika Maharani, M.Sc	Dr. Amaria, M.Si.																																																																																																					
Learning model	Project Based Learning																																																																																																								
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																																								
	Program Objectives (PO)																																																																																																								
	PO - 1	Students have knowledge of the basic principles and general concepts of entrepreneurship																																																																																																							
	PO - 2	Students can apply the entrepreneurial process which includes: selecting the type of business, production, marketing, partnerships and financial management as well as preparing a business plan																																																																																																							
	PO - 3	Students have an entrepreneurial spirit and make entrepreneurship a way of life by being able to communicate and lead																																																																																																							
	PO - 4	Students are able to apply business management in managing their business																																																																																																							
	PLO-PO Matrix																																																																																																								
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>P.O</td></tr> <tr><td>PO-1</td></tr> <tr><td>PO-2</td></tr> <tr><td>PO-3</td></tr> <tr><td>PO-4</td></tr> </table>				P.O	PO-1	PO-2	PO-3	PO-4																																																																																															
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																																									
	<table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th rowspan="2">P.O</th> <th colspan="16">Week</th> </tr> <tr> <th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11</th><th>12</th><th>13</th><th>14</th><th>15</th><th>16</th> </tr> </thead> <tbody> <tr><td>PO-1</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>PO-2</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>PO-3</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>PO-4</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table>				P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																	PO-3																	PO-4																
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Short Course Description	Study of the meaning of entrepreneurship, choosing the type of business, production, marketing, partnerships and financial management.																																																																																																								
References	Main :																																																																																																								
	1. 1. Tim Kewirausahaan. 2016. Kewirausahaan. Unipress: Unesa. 2. 2. Tim. 2013. Modul Pembelajaran Kewirausahaan. Drjen Pembelajaran dan Kemahasiswaan. Ditjen Pendidikan Tinggi. Kementerian Pendidikan dan Kebudayaan 3. 3. Suryana. 2003. Kewirausahaan. Jakarta : Salemba Empat																																																																																																								
	Supporters:																																																																																																								
Supporting lecturer	Prof. Dr. Titik Taufikurohmah, S.Si., M.Si. Rusly Hidayah, S.Si., M.Pd. Nur Hayati, S.Si., M.Si. Mirwa Adiprahara Anggarani, S.Si., M.Si.																																																																																																								
Week	Final abilities of each learning stage (Sub-PO)	Evaluation	Help Learning, Learning methods, Student Assignments, [Estimated time]	Learning materials [References]	Assessment Weight (%)																																																																																																				

		Indicator	Criteria & Form	Offline (offline)	Online (online)		
(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 interactive lecture and discussion methods 100		Material: Definition and concept of entrepreneurship Reference: 1. <i>Entrepreneurship Team, 2016. Entrepreneurship. Unipress: Unesa.</i>	2%
2	Understand the concept of selecting a type of business	1. Explain the meaning of types of business. 2. Explain the steps for selecting a type of business. 3. Explain the benefits of choosing a type of business	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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. <i>Entrepreneurship Team, 2016. Entrepreneurship. Unipress: Unesa.</i>	2%
3	Understand the production process of goods and services	1. Explain the meaning of production of goods and services 2. Explain the objectives and benefits of production of goods and services 3. Explain the things that need to be considered and prepared in the production of goods and services 4. Explain the cycle, results, layout in the production of goods and services 5. Explains warehouse and maintenance issues	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 demos introducing materials in front of class 2 X 50		Material: Goals and benefits of entrepreneurship Reference: 1. <i>Entrepreneurship Team, 2016. Entrepreneurship. Unipress: Unesa.</i>	10%
4	Understand the production process of goods and services	1. Explain the meaning of production of goods and services 2. Explain the objectives and benefits of production of goods and services 3. Explain the things that need to be considered and prepared in the production of goods and services 4. Explain the cycle, results, layout in the production of goods and services 5. Explains warehouse and maintenance issues	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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, Portfolio 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. <i>Team, 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture</i>	10%

5	Understand marketing concepts	1. Explain the basic concepts of marketing 2. Explain marketing aspects	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50		<p>Material: Basic marketing concepts References: 1. <i>Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.</i></p>	10%
6	Understand marketing concepts	1. Explain the basic concepts of marketing 2. Explain marketing aspects	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 <p>Form of Assessment : Project Results Assessment / Product Assessment, Portfolio Assessment</p>	Lectures and discussions 2 X 50		<p>Material: Marketing Aspects Literature: 3. <i>Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat</i></p>	10%
7	Understanding business partnerships	1. Explain the meaning of partnership 2. Explain the areas and patterns of partnership 3. Explain the implementation of partnerships 4. Explain partnership factors 5. Explain the meaning of measuring partner success	<p>Criteria: Lectures and demos introducing the material in front of the class</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50		<p>Material: marketing concept References: 3. <i>Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat</i></p>	10%

8	Understand the general concept of entrepreneurship Understand the concept of selecting a type of business Understand the process of producing goods and services Understand marketing concepts Understand business partnerships	1. Explain the meaning and concept of entrepreneurship. 2. State the characteristics of entrepreneurship.3. Explain the goals and benefits of entrepreneurship 4. Explain the meaning of types of business. 5. Explain the steps for selecting a type of business. 6. Explain the benefits of choosing the type of business 7. Explain the meaning of production of goods and services 8. Explain the objectives and benefits of production of goods and services 9. Explain the things that need to be considered and prepared in the production of goods and services 10. Explain the cycle, results, internal layout production of goods and services11. Explains warehouse and maintenance issues. 12. Explain the basic concepts of marketing13 Explain marketing aspects 14. Explain the meaning of partnership 15. Explain areas and patterns of partnership 16. Explain the implementation of partnerships 17. Explain partnership factors18. Explain the meaning of measuring partner success	Criteria: UTS, carried out once, assesses all relevant indicators through a written exam, averaged and weighted (2)) Form of Assessment : Portfolio Assessment, Practice/Performance, Test	- 2 X 50			10%
9	Understanding Business Financial Management	Explain the meaning of financial management.	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 2 X 50		Material: Financial management References: 2. Team. 2013. <i>Entrepreneurship Learning Module</i> . Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture	2%

10	Understanding Business Financial Management	Explain the meaning of financial management.	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50		<p>Material: Financial management References: 1. <i>Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.</i></p>	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	<p>Criteria: Discussions and assignments</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Prepare a business plan and presentation 2 X 50		<p>Material: business plan References: 1. <i>Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.</i></p>	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	<p>Criteria: -</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Prepare a business plan and presentation 2 X 50		<p>Material: business plan References: 2. <i>Team. 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture</i></p>	3%
13	Understand business plan applications	Able to put into practice the business plan created	<p>Criteria: Presentation results as UAS scores</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	business practice 2 X 50		<p>Material: Business plan application References: 1. <i>Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.</i></p>	5%
14	Understand business plan applications	Able to put into practice the business plan created	<p>Criteria: Presentation results as UAS scores</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	business practice 2 X 50		<p>Material: business plan References: 1. <i>Entrepreneurship Team. 2016. Entrepreneurship. Unipress: Unesa.</i></p>	5%
15	Understand business plan applications	Able to put into practice the business plan created	<p>Criteria: Presentation results as UAS scores</p> <p>Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance</p>	business practice 2 X 50		<p>Material: business plan References: 2. <i>Team. 2013. Entrepreneurship Learning Module. Director General of Learning and Student Affairs. Directorate General of Higher Education. Ministry of Education and Culture</i></p>	7%

16	Understand business plan applications	Able to put into practice the business plan created	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)) 3.3. 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 <p>Form of Assessment : Participatory Activities, Tests</p>	Prepare a 2 X 50 practice report		<p>Material: UAS Literature: 3. <i>Suryana. 2003. Entrepreneurship. Jakarta : Salemba Empat</i></p>	8%
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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

1. **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.
6. **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 sub-topics.
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.