



**Universitas Negeri Surabaya  
Faculty of Engineering  
Civil Engineering Undergraduate Study Program**

Document Code

**SEMESTER LEARNING PLAN**

<b>Courses</b>	<b>CODE</b>	<b>Course Family</b>	<b>Credit Weight</b>	<b>SEMESTER</b>	<b>Compilation Date</b>																																	
Entrepreneurship	2220102135		T=2   P=0   ECTS=3.18	7	July 18, 2024																																	
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>		<b>Study Program Coordinator</b>																																	
	.....		.....		Yogie Risdianto, S.T., M.T.																																	
<b>Learning model</b>	Project Based Learning																																					
<b>Program Learning Outcomes (PLO)</b>	PLO study program that is charged to the course																																					
	Program Objectives (PO)																																					
	PLO-PO Matrix																																					
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td style="width: 50px; height: 20px;">P.O</td></tr> </table>					P.O																															
P.O																																						
<b>Short Course Description</b>	PO Matrix at the end of each learning stage (Sub-PO)																																					
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td rowspan="2" style="width: 30px; height: 20px;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td style="width: 20px;">1</td> <td style="width: 20px;">2</td> <td style="width: 20px;">3</td> <td style="width: 20px;">4</td> <td style="width: 20px;">5</td> <td style="width: 20px;">6</td> <td style="width: 20px;">7</td> <td style="width: 20px;">8</td> <td style="width: 20px;">9</td> <td style="width: 20px;">10</td> <td style="width: 20px;">11</td> <td style="width: 20px;">12</td> <td style="width: 20px;">13</td> <td style="width: 20px;">14</td> <td style="width: 20px;">15</td> <td style="width: 20px;">16</td> </tr> </table>					P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																						
<b>References</b>	<p><b>Main :</b></p> <ol style="list-style-type: none"> <li>1. Covey, Stephen R. 1994. Tujuh Kebiasaan Manusia yang Efektif . Alih Bahasa: Budijanto ,Jakarta: Binarupa Aksara.</li> <li>2. Satrio, Nugroho. 2006. Kewirausahaan Berbasis Spiritual . Yogyakarta: Kayon.</li> <li>3. Suherman, Eman.2008 .Business Entrepreneur . Bandung: Alfabeta.</li> <li>4. Grant, Ireson &amp; Leavenworth. 1994.Dasar-dasar Ekonomi Teknik, Jilid 1, terjemahan Komarudin &amp; Kartasapoetra. Jakarta: Rineka Cipta.</li> <li>5. Tjiptono &amp; DianaAnastasia. 2001 .Total Quality Management . Yogyakarta: Andi.</li> </ol> <p><b>Supporters:</b></p>																																					
<b>Supporting lecturer</b>	Dr. Ir. H. Soeparno, M.T.																																					
<b>Week-</b>	<b>Final abilities of each learning stage (Sub-PO)</b>	<b>Evaluation</b>		<b>Help Learning, Learning methods, Student Assignments, [ Estimated time]</b>		<b>Learning materials [ References ]</b>	<b>Assessment Weight (%)</b>																															
		<b>Indicator</b>	<b>Criteria &amp; Form</b>	<b>Offline ( offline )</b>	<b>Online ( online )</b>																																	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)																															

1	Able to understand the concept and understanding of the goals and benefits of entrepreneurship	<ol style="list-style-type: none"> <li>1.Able to explain the general meaning of entrepreneurship</li> <li>2.Can explain entrepreneurial goals.</li> <li>3.Able to explain the benefits of entrepreneurship.</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in Entrepreneurship	Lectures, discussions and student reflections 2 X 50			0%
2	Students are able to understand the characteristics of entrepreneurship	<ol style="list-style-type: none"> <li>1.Able to explain the characteristics of an entrepreneur</li> <li>2.Able to explain the orientation of an entrepreneur.</li> <li>3.Able to explain the type of entrepreneur.</li> <li>4.Can explain the characteristics of entrepreneurship</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in entrepreneurship	Lectures, Presentations, discussions and reflections 4 X 50			0%
3							0%
4	Students understand basic human needs	<ol style="list-style-type: none"> <li>1.Explain basic human needs</li> <li>2.Explain Primary Needs</li> <li>3.Explaining Secondary Needs</li> <li>4.Explain Tertiary needs</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in entrepreneurship	Lectures, discussions and student reflections 2 X 50			0%
5	Able to read business opportunities and capture business opportunities	<ol style="list-style-type: none"> <li>1.Know about the concept of business opportunities</li> <li>2.Explain business opportunities from hobbies as a source of ideas</li> <li>3.Explaining profession as an opening for business opportunities</li> <li>4.Explain the business opportunities of existing products</li> <li>5.Explaining dreams as business opportunities</li> <li>6.Explaining market prospects as a business opportunity</li> <li>7.Explain franchising as a business opportunity</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in entrepreneurship	Lectures, discussions and student reflections and 2 X 50 observation assignments			0%
6	Able to carry out strategic analysis in making decisions about business	<ol style="list-style-type: none"> <li>1.Know the concept and understanding of Strategy Analysis in entrepreneurship</li> <li>2.Explaining the Analysis Process in starting an entrepreneurship</li> <li>3.Describe: Problems, Organization, Evaluation, and alternative solutions.</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in entrepreneurship	Lectures, discussions and student reflections and 2 X 50 field observation assignments			0%

7	Able to carry out a SWOT Analysis before opening a business	<ol style="list-style-type: none"> <li>1. Understand the concept and understanding of SWOT analysis</li> <li>2. Explaining the SWOT Analysis diagram</li> <li>3. Explain the SWOT Analysis Matrix</li> <li>4. Explains examples of discussions on making a SWOT analysis.</li> </ol>	<b>Criteria:</b> Can find out the intentions and attitudes and characteristics as well as SWOT analysis in entrepreneurship	Lectures, discussions and student reflections and assignments 2 X 50			0%
8	Able to calculate Break Even Points (BEP) Knowing Sources of Funding/Business capital financing	<ol style="list-style-type: none"> <li>1. Understanding and general understanding of BEP</li> <li>2. Explain the elements of BEP in entrepreneurship</li> <li>3. Explain the weaknesses of BEP in entrepreneurship</li> <li>4. Explain how to calculate BEP</li> <li>5. Understanding and examples of BEP calculations.</li> <li>6. Understand the meaning of funding/financing.</li> <li>7. Understand sources of funding for entrepreneurs</li> <li>8. Understanding sources of equity funds (own capital)</li> <li>9. Understanding the sources and origins of debt (loans)</li> </ol>	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	Lectures, discussions and student reflections and assignments 2 X 50			0%
9	UTS	UTS	<b>Criteria:</b> UTS	UTS 2 X 50			0%

10	Able to make Entrepreneurship Proposals/Business plans	<ol style="list-style-type: none"> <li>1.Understand the meaning, benefits and objectives of entrepreneurial proposals (business plans)</li> <li>2.Explain the systematics of preparing entrepreneurial proposals</li> <li>3.Explains about being able to create the contents of the entrepreneurial proposal that is made</li> <li>4.Explain the description of the contents of the entrepreneurial proposal that will be made</li> <li>5.Explain the Entrepreneurial Proposal Activity Plan that will be made</li> <li>6.Explain the costs, time, human resources in implementing the proposal</li> <li>7.Attach supporting documents to the entrepreneurial proposal that will be made</li> </ol>	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	Lectures, Discussions and student reflections and Assignments 2 X 50			0%
11							0%
12	Able to carry out marketing according to market share	<ol style="list-style-type: none"> <li>1.Explaining this strategy emphasizes the unique aspect of the product being marketed</li> <li>2.Marketing products by relying on cost advantages</li> <li>3.Advantages because it focuses on certain targets or market segments.</li> </ol>	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	Lectures, discussions and student reflections and assignments 2 X 50			0%
13	Able to implement Business Ethics in accordance with local character and culture	<ol style="list-style-type: none"> <li>1.Business ethics covers the relationship between a company and: 1) people who invest their money in the company, 2) consumers, 3) employees, creditors and competitors.</li> <li>2.Maintaining ethics is very important to protect the company's reputation.</li> <li>3.Source Component</li> <li>4.Mechanical components</li> <li>5.Products, Ethics Flow</li> </ol>	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	Lectures, discussions and student reflections and 4 X 50 assignments			0%
14							0%

15	Able to explain the procedures and requirements for establishing a business entity	1.Explain the requirements for establishing a legal entity company 2.Explain the admission requirements 3.Explain about business entity associations	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	Lectures, discussions and student reflections 2 X 50			0%
16	UAS	UAS	<b>Criteria:</b> Can find out the importance of KWU education, creativity, business planning, and feasibility studies in entrepreneurship.	UAS 2 X 50			0%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
		0%

#### 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.
- 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.
- 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.
- 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.
- Indicators for assessing** ability in the process and student learning outcomes are specific and measurable statements that identify the ability 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.
- Forms of assessment:** test and non-test.
- 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.
- 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.
- Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
- 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%.
- TM=Face to face, PT=Structured assignments, BM=Independent study.