



**Universitas Negeri Surabaya
Faculty of Engineering
, Undergraduate Culinary Education Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																										
Entrepreneurship	8321102078		T=2	P=0	ECTS=3.18	3	July 18, 2024																																										
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator																																											
			Dr. Hj. Sri Handajani, S.Pd., M.Kes.																																											
Learning model	Case Studies																																																
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																
	Program Objectives (PO)																																																
	PLO-PO Matrix																																																
		<table border="1" style="margin: auto;"> <tr><td style="width: 50px; height: 20px;">P.O</td></tr> </table>						P.O																																									
	P.O																																																
PO Matrix at the end of each learning stage (Sub-PO)																																																	
	<table border="1" style="margin: 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	16
P.O	Week																																																
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																	
Short Course Description	The course material consists of basic entrepreneurship concepts, entrepreneurial processes, types and fields of business, strategies for finding entrepreneurial opportunities, choosing a business form, planning and organizing a packaged food business, planning and organizing a snack food business, managing snacks and packaged food, preparing a business plan, business plan seminars, as well as entrepreneurial practices in accordance with the business plan created.																																																
References	Main :																																																
	<ol style="list-style-type: none"> 1. <ol style="list-style-type: none"> 1. Fadiati, Arid an Purwana, Dedi. 2011. Menjadi Wirausaha Sukses. Bandung: PT Remaja Rosdakarya 2. Suryana. 2003. Kewirausahaan: Pedoman Praktis, Kiat dan Proses Menuju Sukses. Jakarta : Salemba Empat. 3. Nurlaela, Luthfiyah dan Rita Ismawati. 2005. Modul Kewirausahaan. FT Unesa, tidak dipublikasikan. 4. Alamsyah, Yuyun. 2008. Bangkitnya Bisnis Kuliner Tradisional. Jakarta: PT Elex Media Komputindo. 5. Anonim. 2008. 22 Peluang Bisnis Makanan untuk Home Industry. Jakarta: PT Agromedia Pustaka. 6. Ayodya, Wulan. 2002. Usaha Roti dan Kue. Jakarta: PT Elex Media Komputindo. 																																																
	Supporters:																																																
Supporting lecturer	Prof. Dr. Rita Ismawati, S.Pd., M.Kes. Ita Fatkhur Romadhoni, S.Pd., M.Pd. Mauren Gita Miranti, S.Pd., M.Pd.																																																
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	Able to study the basic concepts of entrepreneurship	<ol style="list-style-type: none"> 1. Able to define the meaning of entrepreneurship. 2. Able to detail the characteristics of entrepreneurship. 3. Able to describe the challenges and entrepreneurial mental attitude that must be faced. 	Criteria: Able to define the meaning of entrepreneurship according to the answer key. Able to detail the characteristics of entrepreneurship according to the answer key. Able to describe the challenges and entrepreneurial mental attitude that must be faced according to the answer key.	Presentation, discussion and questions and answers 2 X 50			0%
2	Able to detail the entrepreneurial process	<ol style="list-style-type: none"> a. Examining the factors that trigger entrepreneurship b. Developing an entrepreneurial process model. c. Details the important characteristics of the start-up and growth stages of entrepreneurship. d. Demonstrate steps towards entrepreneurial success. e. Analyze the factors that cause entrepreneurial success and failure. 	Criteria: <ol style="list-style-type: none"> 1. a. Correctly examine the factors that trigger entrepreneurship according to the answer key 2. b. Develop an entrepreneurship process model correctly according to the answer key 3. c. Correctly detail the important characteristics of the start-up and growth stages of entrepreneurship according to the answer key 4. d. Show the steps towards entrepreneurial success correctly according to the answer key 5. e. Analyze the factors that cause success and failure in entrepreneurship correctly according to the answer key 	Presentation 2 X 50			0%
3	Able to categorize types and fields of business	<ol style="list-style-type: none"> a. Categorize types of business b. Categorize the trading business sector. c. Categorize production business fields. d. Exploring the service business sector e. Details company responsibilities. 	Criteria: <ol style="list-style-type: none"> 1. a. Categorize the types of business correctly according to the answer key 2. b. Categorize the trading business sector correctly according to the answer key 3. c. Categorize the production business sector correctly according to the answer key 4. d. Explore the service business sector correctly according to the answer key 5. e. Detail the company's responsibilities correctly according to the answer key 	Presentations, discussions and questions and answers 2 X 50			0%
4	Have an understanding of strategies for finding entrepreneurial opportunities	<ol style="list-style-type: none"> 1. Clarify the meaning of business opportunities 2. Categorize creativity and innovation. 3. Develop a strategy to find business opportunities. 	Criteria: Able to clarify the meaning of business opportunities correctly according to the answer key. Able to categorize creativity and innovation correctly according to the answer key. Able to build strategies to find business opportunities correctly according to the answer key.	Presentations, discussions and questions and answers, assignments. 2 X 50			0%

5	Analyze the choice of business form.	a. Clarify the meaning of business entity. b. Describe the legality of business entities c. Detailing business permits and other permits d. Describe the strategy for setting up a new business	Criteria: 1.a. Able to clarify the meaning of business entity correctly according to the answer key. 2.b. Able to explain the legality of business entities correctly according to the answer key. 3.c. Able to detail business permits and other permits correctly according to the answer key. 4.d. Able to correctly describe strategies for establishing a new business according to the answer key.	Presentations, discussions and questions and answers 2 X 50			0%
6	Able to understand the planning and implementation of a packaged food business	a. Chart planning for types of packaged food products b. Detailing various packaging materials c. Planning the selling price of packaged food d. Describe the procurement and storage of packaged food ingredients e. Categorizing the preparation and processing of packaged food f. Detailing distribution and marketing of packaged food	Criteria: 1.a. Able to correctly chart plans for types of packaged food products according to the answer key. 2.b. Able to detail various types of packaging materials correctly according to the answer key. 3.c. Able to plan the selling price of packaged food correctly according to the answer key. 4.d. Able to describe the procurement and storage of packaged food ingredients correctly according to the answer key. 5.e. Able to categorize the preparation and processing of packaged foods correctly according to the answer key. 6.f. Able to detail the distribution and marketing of packaged food correctly according to the answer key.	Presentations, discussions, questions and answers, assignments and exercises 2 X 50			0%

7	Able to understand the planning and implementation of a snack food business.	a. Prepare a snack food menu. b. Planning food ingredients for snack food entrepreneurs c. Planning the selling price of snacks d. Categorize purchasing and storing foodstuffs. e. Describe food production. f. Exemplifies food presentation and service.	Criteria: 1.a. Able to arrange a snack food menu correctly according to the answer key. 2.b. Able to plan food ingredients for snack food entrepreneurs correctly according to the answer key. 3.c. Able to plan the selling price of snack foods correctly according to the answer key. 4.d. Able to categorize the purchase and storage of food ingredients correctly according to the answer key. 5.e. Able to describe food production correctly according to the answer key. 6.f. Able to model food presentation and service correctly according to the answer key.	Presentations, discussions, questions and answers, assignments and exercises. 2 X 50			0%
8	MIDTERM EXAM	MIDTERM EXAM	Criteria: MIDTERM EXAM	MID SEMESTER EXAMINATION 2 X 50			0%
9	Able to prepare a business plan (business plan)	a. Clarify the meaning of a business plan b. Detailing the benefits of the business plan c. Designing the stages of preparing a business plan d. Describe the format of a business plan e. Prepare a business plan	Criteria: 1.a. Able to clarify the meaning of a business plan correctly according to the answer key. 2.b. Able to detail the benefits of a business plan correctly according to the answer key. 3.c. Able to design the stages of preparing a business plan correctly according to the answer key. 4.d. Able to describe the format of a business plan correctly according to the answer key. 5.e. Able to prepare a business plan correctly according to the answer key.	Presentations, discussions, questions and answers, assignments and exercises 2 X 50			0%
10	Able to present a business plan	Communicate the business plan	Criteria: Communicate the business plan properly and correctly	Discussion, consultation and presentation 2 X 50			0%
11	Prepare proposals for entrepreneurial degree activities	Able to prepare proposals for entrepreneurial degree activities	Criteria: Able to prepare entrepreneurial activity proposals properly and correctly according to SOP	Discussion, consultation and presentation 2 X 50			0%
12	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial activities (entrepreneurship degree)	Criteria: 1.Assessment Aspects 2.Criteria 3.Max Score 4.Mark 5.Business Planning (Business Plan) 6.1. Business ideas/creativity 7.2. Feasibility of the plan 8.3. Completeness of business plan	Practice 2 X 50			0%

components
9.4. Neatness
10.5. Punctuality
11.20
12.Business
Implementation
13.- Products and
services
14.1. Product quality
(taste, shape,
packaging)
15.2. Product
presentation
(appearance)
16.3. Service (speed
of service, attitude)
17.4. Neatness of
the place (sanitary
hygiene)
18.30
19.Business
Implementation
20.- Entrepreneurial
Attitude
21.1. Collaboration
22.Working to help
each other in one
group to complete
the assigned
tasks. Helping
group members
who have difficulty
completing work.
Showing an
attitude of mutual
willingness to
share with friends
in one group. d.
Don't depend on
other people to
complete tasks.
23.2. Discipline
24.a. Arrive at the
sales stand on
time.
25.b. Bring all
equipment
according to the
product being sold.
26.c. Complete
assignments within
the time
determined by the
group leader.
27.d. Serve
customers quickly
and precisely.
28.e. Collect
business plans on
time.
29.3. Responsibility
30.a. Carry out
tasks in
accordance with
standard operating
procedures agreed
upon by the group
31.b. Complete
tasks in
accordance with
standard
operational
procedures agreed
upon by the group.
32.c. Record sales
results reports per
day.
33.d. Check
cleanliness in the
sales stand
environment
34.4. Initiative
35.5. Creativity
36.30
37.Business
Reporting
38.Report Feasibility
39.Report
Completeness
40.Report Neatness

13	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	Criteria: 1.Assessment Aspects 2.Criteria 3.Max Score 4.Mark 5.Business Planning (Business Plan) 6.1. Business ideas/creativity 7.2. Feasibility of the plan 8.3. Completeness of business plan components 9.4. Neatness 10.5. Punctuality 11.20 12.Business Implementation 13.- Products and services 14.1. Product quality (taste, shape, packaging) 15.2. Product presentation (appearance) 16.3. Service (speed of service, attitude) 17.4. Neatness of the place (sanitary hygiene) 18.30 19.Business Implementation 20.- Entrepreneurial Attitude 21.1. Collaboration 22.Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.	Practice 2 X 50		0%
----	---	---	---	--------------------	--	----

			<p>33.d. Check cleanliness in the sales stand environment</p> <p>34.4. Initiative</p> <p>35.5. Creativity</p> <p>36.30</p> <p>37.Business Reporting</p> <p>38.Report Feasibility</p> <p>39.Report Completeness</p> <p>40.Report Neatness</p>			
14	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	<p>Criteria:</p> <p>1.Assessment Aspects</p> <p>2.Criteria</p> <p>3.Max Score</p> <p>4.Mark</p> <p>5.Business Planning (Business Plan)</p> <p>6.1. Business ideas/creativity</p> <p>7.2. Feasibility of the plan</p> <p>8.3. Completeness of business plan components</p> <p>9.4. Neatness</p> <p>10.5. Punctuality</p> <p>11.20</p> <p>12.Business Implementation</p> <p>13.- Products and services</p> <p>14.1. Product quality (taste, shape, packaging)</p> <p>15.2. Product presentation (appearance)</p> <p>16.3. Service (speed of service, attitude)</p> <p>17.4. Neatness of the place (sanitary hygiene)</p> <p>18.30</p> <p>19.Business Implementation</p> <p>20.- Entrepreneurial Attitude</p> <p>21.1. Collaboration</p> <p>22.Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks.</p> <p>23.2. Discipline</p> <p>24.a. Arrive at the sales stand on time.</p> <p>25.b. Bring all equipment according to the product being sold.</p> <p>26.c. Complete assignments within the time determined by the group leader.</p> <p>27.d. Serve customers quickly and precisely.</p> <p>28.e. Collect business plans on time.</p> <p>29.3. Responsibility</p> <p>30.a. Carry out tasks in</p>	Practice 2 X 50		0%

			<p>accordance with standard operating procedures agreed upon by the group</p> <p>31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group.</p> <p>32.c. Record sales results reports per day.</p> <p>33.d. Check cleanliness in the sales stand environment</p> <p>34.4. Initiative</p> <p>35.5. Creativity</p> <p>36.30</p> <p>37.Business Reporting</p> <p>38.Report Feasibility</p> <p>39.Report Completeness</p> <p>40.Report Neatness</p>			
15	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	<p>Criteria:</p> <p>1.Assessment Aspects</p> <p>2.Criteria</p> <p>3.Max Score</p> <p>4.Mark</p> <p>5.Business Planning (Business Plan)</p> <p>6.1. Business ideas/creativity</p> <p>7.2. Feasibility of the plan</p> <p>8.3. Completeness of business plan components</p> <p>9.4. Neatness</p> <p>10.5. Punctuality</p> <p>11.20</p> <p>12.Business Implementation</p> <p>13.- Products and services</p> <p>14.1. Product quality (taste, shape, packaging)</p> <p>15.2. Product presentation (appearance)</p> <p>16.3. Service (speed of service, attitude)</p> <p>17.4. Neatness of the place (sanitary hygiene)</p> <p>18.30</p> <p>19.Business Implementation</p> <p>20.- Entrepreneurial Attitude</p> <p>21.1. Collaboration</p> <p>22.Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks.</p> <p>23.2. Discipline</p> <p>24.a. Arrive at the sales stand on time.</p> <p>25.b. Bring all equipment according to the product being sold.</p> <p>26.c. Complete</p>	Practice 2 X 50		0%

			assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day. 33.d. Check cleanliness in the sales stand environment 34.4. Initiative 35.5. Creativity 36.30 37.Business Reporting 38.Report Feasibility 39.Report Completeness 40.Report Neatness			
16	FINAL EXAMS	FINAL EXAMS	Criteria: FINAL EXAMS	FINAL EXAMINATION OF SEMESTER 2 X 50		0%

Evaluation Percentage Recap: Case Study

No	Evaluation	Percentage
		0%

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** 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.
- 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.**

