



**Universitas Negeri Surabaya  
Faculty of Economics and Business  
Economic Education Undergraduate Study Program**

Document Code

**SEMESTER LEARNING PLAN**

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
ENTREPRENEURSHIP PRACTICE	8720302343	Entrepreneurship	T=1	P=1	ECTS=3.18	5	April 28, 2023
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
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<b>Learning model</b>	<b>Project Based Learning</b>
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<b>Program Learning Outcomes (PLO)</b>	<b>PLO study program that is charged to the course</b>															
	<b>PLO-8</b>	Able to communicate well orally and in writing in learning activities														
	<b>PLO-9</b>	Able to solve problems in economic learning comprehensively in accordance with developments in science and technology														
	<b>Program Objectives (PO)</b>															
	<b>PO - 1</b>	Able to manage a business by utilizing Information Technology in the field of entrepreneurial practice														
	<b>PO - 2</b>	Able to develop a business according to the chosen business field														
	<b>PO - 3</b>	Able to express ideas and business plans both verbally and in writing in practical entrepreneurial activities.														
	<b>PO - 4</b>	Able to choose or develop appropriate and correct solutions according to the principles of education and entrepreneurship to solve problems in the field of education														
	<b>PLO-PO Matrix</b>															
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>P.O</td> <td>PLO-8</td> <td>PLO-9</td> </tr> <tr> <td>PO-1</td> <td></td> <td></td> </tr> <tr> <td>PO-2</td> <td></td> <td></td> </tr> <tr> <td>PO-3</td> <td></td> <td></td> </tr> <tr> <td>PO-4</td> <td></td> <td></td> </tr> </table>	P.O	PLO-8	PLO-9	PO-1			PO-2			PO-3			PO-4	
P.O	PLO-8	PLO-9														
PO-1																
PO-2																
PO-3																
PO-4																

<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																																																																																																						
	<table border="1" style="margin-left: auto; margin-right: auto;"> <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> <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> </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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<b>Short Course Description</b>	This course contains concepts and implementing business plans that have been created by referring to the concepts of Business Starting Strategy, Salesmanship, Business Performance Measurement, and Business Plans. The learning methods used in entrepreneurship practice courses are discussions, assignments, direct learning, simulations, cooperative learning, group investigations, integrated work learning (Co-op), and entrepreneurship practices.
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<b>References</b>	<p><b>Main :</b></p> <ol style="list-style-type: none"> <li>1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya</li> <li>2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya</li> <li>3. Kaplan, Robert S. 2020. Conceptual Foundation of The Balance Scorecard. Working Paper. Harvard Business School. Harvard University :10-0744.</li> <li>4. David, Fred R. 2021. Manajemen Strategik: Konsep. Jakarta: Salemba Empat</li> <li>5. Robinson &amp; Pearce. 2020. Manajemen Strategik Edisi 10 Jakarta : Salemba Empat</li> <li>6. Cravens, David W. &amp; Nigel F. Peary. 2022. Strategic Marketing, 8 th edition. McGraw-Hill.</li> </ol>
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	<b>Supporters:</b>						
<b>Supporting lecturer</b>	Dr. Retno Mustika Dewi, S.Pd., M.Pd. Riza Yonisa Kurniawan, S.Pd., M.Pd. Eka Indah Nurlaili, 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	Formulate a Strategy for Starting a Business	<ol style="list-style-type: none"> <li>1. Differentiate between forms of business</li> <li>2. Identify the advantages and disadvantages of business forms</li> <li>3. Formulate techniques and strategies for starting a business</li> </ol>	<b>Criteria:</b> test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment, Test	Discussion and Assignment 2 X 50		<b>Material:</b> Forms of business <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
2	Salesmanship	<ol style="list-style-type: none"> <li>1. Describe the concepts and elements in selling</li> <li>2. Mention the character of the seller's requirements</li> <li>3. Mention the types of buyers</li> <li>4. Review the sales process</li> </ol>	<b>Criteria:</b> assessment of project results  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment, Portfolio Assessment	Direct Learning Model and 2 X 50 Simulation		<b>Material:</b> seller character <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
3	Evaluation of Business Performance Measurements	<ol style="list-style-type: none"> <li>1. Analyzing financial reports</li> <li>2. Analyzing break even point analysis</li> <li>3. Analyze cash flow</li> </ol>	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	2 X 50 Direct Learning Model		<b>Material:</b> Evaluation of Business Performance Measurement <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
4	Analyze business plans	<ol style="list-style-type: none"> <li>1. Able to formulate a business plan</li> <li>2. Able to prepare marketing plans</li> <li>3. Able to prepare HR plans</li> <li>4. Able to prepare operational plans</li> <li>5. Able to draw up a financial plan</li> </ol>	<b>Criteria:</b> <ol style="list-style-type: none"> <li>1. Project Results Assessment</li> <li>2. Test</li> </ol> <b>Form of Assessment :</b> Project Results Assessment / Product Assessment, Test	2 X 50 cooperative learning model		<b>Material:</b> Business Plan <b>Literature:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
5	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Assessment of Project Results / Product Assessment, Practices / Performance	Group Investigation 2 X 50 learning model		<b>Material:</b> Business Plan <b>Literature:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%

6	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Group Investigation 2 X 50 learning model		<b>Material:</b> UMKM Internship <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
7	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Assessment of Project Results / Product Assessment, Practices / Performance	Group Investigation 2 X 50 learning model		<b>Material:</b> UMKM Internship <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
8	Midterm Exam (UTS)	Test	<b>Criteria:</b> Test  <b>Form of Assessment :</b> Portfolio Assessment, Test	UTS 2 X 50		<b>Material:</b> UTS <b>Reference:</b> <i>Kaplan, Robert S. 2020. Conceptual Foundation of The Balance Scorecard. Working Papers. Harvard Business School. Harvard University :10-0744.</i>	0%
9	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> performance test  <b>Form of Assessment :</b> Assessment of Project Results / Product Assessment, Practices / Performance	Out Class 2 X 50		<b>Material:</b> Business Management Practices <b>Library:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
10	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Out Class 2 X 50		<b>Material:</b> field practice <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
11	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Out Class 2 X 50		<b>Material:</b> field practice <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
12	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Participatory Activities, Project Results Assessment / Product Assessment	Out Class 2 X 50		<b>Material:</b> field practice <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
13	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Out Class 2 X 50		<b>Material:</b> field practice <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%

14	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	<b>Criteria:</b> Project Results Assessment  <b>Form of Assessment :</b> Participatory Activities, Project Results Assessment / Product Assessment	Out Class 2 X 50		<b>Material:</b> KWU Festival <b>Library:</b> Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	10%
15	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	<b>Criteria:</b> participatory activities  <b>Form of Assessment :</b> Participatory Activities, Portfolio Assessment	Group Investigation 2 X 50 learning model		<b>Material:</b> Final evaluation of business management and preparation of final report. <b>References:</b> Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	10%
16	FINAL SEMESTER EXAMINATION (UAS)	test	<b>Criteria:</b> test  <b>Form of Assessment :</b> Test	2 X 50 test		<b>Material:</b> UAS <b>Library:</b> Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	0%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	15%
2.	Project Results Assessment / Product Assessment	65%
3.	Portfolio Assessment	7.5%
4.	Practice / Performance	7.5%
5.	Test	5%
		100%

#### 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.**