



**Universitas Negeri Surabaya
Faculty of Economics and Business
Bachelor of Economics Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																																																			
Basics of Entrepreneurship	8722002083	Compulsory Curriculum Subjects - Institutional	T=2	P=0	ECTS=3.18	3	July 10, 2023																																																																																			
AUTHORIZATION		SP Developer	Course Cluster Coordinator			Study Program Coordinator																																																																																				
		Ladi Wajuba Perdini Fisabilillah, S.Pd., M.SE.	Dr. Lucky Rachmawati, S.E., M.Si.			Dr. Tony Seno Aji, S.E., M.E.																																																																																				
Learning model	Project Based Learning																																																																																									
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																									
	PLO-2	Demonstrate the character of being tough, collaborative, adaptive, innovative, inclusive, lifelong learning and entrepreneurial spirit																																																																																								
	PLO-4	Develop yourself continuously and collaborate.																																																																																								
	PLO-6	Able to analyze economic potential empowerment strategies																																																																																								
	PLO-7	Able to communicate effectively orally and in writing in the field of economics																																																																																								
	Program Objectives (PO)																																																																																									
	PO - 1	Able to carry out work that is his responsibility, adapt to the work environment and can collaborate in team work.																																																																																								
	PO - 2	Able to prepare an IT-based business plan																																																																																								
	PO - 3	Students are able to conceptualize theories in the field of entrepreneurship in an effort to develop an entrepreneurial spirit in depth and formulate them in procedural problem solving.																																																																																								
	PLO-PO Matrix																																																																																									
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																										
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PO-3			✓	✓			✓		✓	✓	✓																																																																															
Short Course Description	This course includes a discussion of the concept of entrepreneurship in an effort to develop an entrepreneurial spirit, namely the ability to motivate oneself to be able to capture business opportunities, create services, production, marketing, partnerships and management, as well as being able to improve problem solving skills in business. Lectures are carried out using a system of discussions, project assignments and reflection.																																																																																									
References	Main :																																																																																									
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya 2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga 4. Leonardus Saiman.2014. Kewirausahaan, Teori, Praktik dan Kasus. Salemba Empat. 5. RobertT Kiyosaki. 2018. Rich Dad, Poor Dad. Jakarta: PT SUN. 																																																																																									
	Supporters:																																																																																									
	<ol style="list-style-type: none"> 1. Osterwalder, Alexander dan Yves Pigneur., 2014. Business Model Generation,PT . ElexMedia Komputindo, Jakarta. 2. Pedoman PKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti: Jakarta. 3. Hanifa dkk, 2023. Development Of Community Entrepreneurship Through Creating Digital Marketing, Laporan PKM, LPPM UNESA: Surabaya 4. Hutabarat dkk, 2023. Pembekalan Literasi Keuangan Digital bagi UMKM di Desa Ponokawan Kecamatan Krian Kabupaten Sidoarjo., Laporan PKM, LPPM UNESA: Surabaya 																																																																																									

Supporting lecturer		Prof. Dr. Sri Setyo Iriani, S.E., M.Si. Dr. Yessy Artanti, S.E., M.Si. Dr. Lucky Rachmawati, S.E., M.Si. Aprillia Nilasari, S.Pd., M.S.E. Ladi Wajuba Perdini Fisabilillah, S.Pd., M.SE. Nurul Hanifa, S.E., 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	Students are able to describe the basic concepts of entrepreneurship	1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship	Criteria: Scoring Guidelines Form of Assessment : Participatory Activities	Interactive Lectures, 2 X 50 Discussions		Material: Concept of Entrepreneurship, Mental attitude and entrepreneurial character, types of entrepreneurship Reference: <i>Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	3%
2	Students are able to motivate themselves in realizing their dreams	1. Able to create a dream for oneself 2. Able to determine how to achieve that dream 3. Combine dreams with the reality of society's needs 4. Formulate what you want in your career for yourself.	Criteria: According to scoring guidelines Form of Assessment : Test	Discussion, Project Based Learning 2 X 50		Material: Entrepreneurial Motivation A. Dreams - Dreams must be SMART - Dreams vs Mental Blocks B. Building dreams with your own potential C. Young people working D. Self-reflection F. Entrepreneurial success stories Library: <i>Leonardus Saiman.2014. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
3	Students are able to describe business opportunities and business ideas	1.Explain business opportunities and ideas 2.Developing business ideas	Criteria: Penskran Guidelines Form of Assessment : Test	Discussion, Project Based Learning 2 X 50		Material: developing business, opportunities and business ideas Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT . ElexMedia Komputindo, Jakarta.</i>	4%
4	Students are able to understand business ethics	1.Distinguish between ethical business and unethical business 2.Explain the rights and obligations of entrepreneurs 3.Explain the various types of business permits	Criteria: Penskran Guidelines Form of Assessment : Participatory Activities	Discussion, Project Based Learning 1 X 1		Material: Ethical and unethical business, entrepreneurial rights and obligations, and various business permits. Library: <i>Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	3%
5	Students are able to understand business plans	1.Explain the meaning of a business plan 2.Explain the benefits of a business plan 3.Explain the purpose of the business plan	Criteria: Penskran Guidelines Form of Assessment : Participatory Activities	Discussion, Project Based Learning 2 X 50		Material: Understanding plans, benefits and objectives of business plans Reference: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
6	Students are able to understand business plans	1.Explain the systematics of a business plan 2.Explaining the canvas business model	Criteria: Penskran Guidelines Form of Assessment : Practice/Performance, Test	Discussion, Project Based Learning 2 X 50		Material: business model canvas References: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT . ElexMedia Komputindo, Jakarta.</i>	4%

7	Students are able to explain marketing plans in running a business	<ol style="list-style-type: none"> 1.Explaining Segmenting Targeting Positioning (STP) 2.Explain customer value 3.Explaining the Marketing Mix 	Criteria: Pensokran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: Segmenting Targeting Positioning (STP), Customer value, Marketing Mix (4P/7P) Reference: <i>Leonardus Saiman.2014. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
8	Midterm Exam (UTS)	Meeting materials 1-7	Criteria: Pensokran Guidelines Form of Assessment : Project Results Assessment / Product Assessment	Written Test 2 X 50	Material: Material 1-7 Reference: <i>RobertT Kiyosaki. 2018. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	20%
9	Students are able to explain the production plan in a business	<ol style="list-style-type: none"> 1.Explain how to make it 2.Identify material needs and how to obtain them 3.Identify the machines/equipment needed 4.Determine production targets 5.Calculate the cost of production 	Criteria: Pensokran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: How to make, needs and how to obtain, machines/equipment needed, production targets, and cost of production. Reference: <i>Leonardus Saiman.2014. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	3%
10	Students are able to plan Human Resources in a business	<ol style="list-style-type: none"> 1.Identify workforce needs 2.Identify the skills needed 3.Determine working hours 4.Designing a compensation system (salary, wages, incentives) 5.Arrange personnel arrangements 	Criteria: Pensokran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: Labor requirements, skills required, working hours, compensation system, and personnel composition. Reference: <i>Leonardus Saiman.2014. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i> Material: Human Resources in a business Reader: <i>RobertT Kiyosaki. 2018. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	3%
11	Students are able to plan finances in a business	<ol style="list-style-type: none"> 1.Identify needs and sources of funds 2.Develop a cash flow plan 3.Prepare a financial report plan (Balance Sheet and Profit and Loss) 	Criteria: Pensokran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: Needs and sources of funds, cash flow plans, and financial report plans (Balance Sheet and Profit and Loss) Reference: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
12	Students are able to prepare a business plan	Drawing up a business plan	Criteria: According to scoring guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: business plan Reference: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
13	Students are able to explain a business plan	Business plan presentation	Criteria: Pensokran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50	Material: Business Plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT . ElexMedia Komputindo, Jakarta.</i>	4%

14	Students are able to explain a business plan	Business plan presentation	Criteria: Penskran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50		Material: Business Plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT . ElexMedia Komputindo, Jakarta.</i>	3%
15	Students are able to explain a business plan	Business plan presentation	Criteria: Penskran Guidelines Form of Assessment : Practice / Performance	Discussion, Project Based Learning 2 X 50		Material: Business Plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT . ElexMedia Komputindo, Jakarta.</i>	3%
16	Final Semester Examination (UAS)	Meeting Materials 9-15	Criteria: According to scoring guidelines Form of Assessment : Project Results Assessment / Product Assessment	Written Test 2 X 50		Material: Material 9-14 Reference: <i>RobertT Kiyosaki. 2018. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	30%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	10%
2.	Project Results Assessment / Product Assessment	50%
3.	Practice / Performance	30%
4.	Test	10%
		100%

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.