



**Universitas Negeri Surabaya**  
**Faculty of Economics and Business**  
**Bachelor of Economics 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 Practice	8722002029		T=2 P=0 ECTS=3.18	5	July 18, 2024																																											
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>		<b>Study Program Coordinator</b>																																											
	.....		.....		Dr. Tony Seno Aji, S.E., M.E.																																											
<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																																															
		P.O																																														
	PO Matrix at the end of each learning stage (Sub-PO)																																															
	P.O	<table style="width: 100%; border-collapse: collapse; margin: 0 auto;"> <tr> <td style="width: 5%;"></td> <td colspan="16" style="text-align: center; border-bottom: 1px solid black;">Week</td> </tr> <tr> <td style="border: 1px solid black; padding: 2px;">1</td> <td style="border: 1px solid black; padding: 2px;">2</td> <td style="border: 1px solid black; padding: 2px;">3</td> <td style="border: 1px solid black; padding: 2px;">4</td> <td style="border: 1px solid black; padding: 2px;">5</td> <td style="border: 1px solid black; padding: 2px;">6</td> <td style="border: 1px solid black; padding: 2px;">7</td> <td style="border: 1px solid black; padding: 2px;">8</td> <td style="border: 1px solid black; padding: 2px;">9</td> <td style="border: 1px solid black; padding: 2px;">10</td> <td style="border: 1px solid black; padding: 2px;">11</td> <td style="border: 1px solid black; padding: 2px;">12</td> <td style="border: 1px solid black; padding: 2px;">13</td> <td style="border: 1px solid black; padding: 2px;">14</td> <td style="border: 1px solid black; padding: 2px;">15</td> <td style="border: 1px solid black; padding: 2px;">16</td> </tr> </table>															Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
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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 entrepreneurial practices.																																															
<b>References</b>	<b>Main :</b>																																															
	<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. 2010. Conceptual Foundation of The Balance Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</li> <li>4. David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat</li> <li>5. Robinson &amp; Pearce. 2008. Manajemen Strategik Edisi 10. Jakarta : Salemba Empat</li> <li>6. Cravens, David W &amp; Nigel F Percy. 2006. Strategic Marketing, 8 th edition. McGraw-Hill.</li> </ol>																																															
	<b>Supporters:</b>																																															
<b>Supporting lecturer</b>	Khusnul Fikriyah, S.E., M.SEI. Jaka Nugraha, S.AB., M.AB, MBA.																																															
<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	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>		Discussion and Assignment 2 X 50			0%
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>		Direct Learning Model and 2 X 50 Simulation			0%
3	Evaluation of Business Performance Measurements	<ol style="list-style-type: none"> <li>1. Analyze financial reports</li> <li>2. Analyzing break even point analysis</li> <li>3. Analyze cash flow</li> </ol>		2 X 50 Direct Learning Model			0%
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>		2 X 50 cooperative learning model			0%
5	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs		Group Investigation 2 X 50 learning model			0%
6	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs		Group Investigation 2 X 50 learning model			0%
7	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs		Group Investigation 2 X 50 learning model			0%
8	Final Semester Examination (UAS)			2 X 50			0%
9	Carrying out Field Practice	<ol style="list-style-type: none"> <li>1. Prepare sponsorship proposals</li> <li>2. Identify business problems</li> <li>3. Planning an entrepreneurial event</li> </ol>		Out Class 2 X 50			0%

10	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event		Out Class 2 X 50			0%
11	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event		Out Class 2 X 50			0%
12	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event		Out Class 2 X 50			0%
13	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event		Out Class 2 X 50			0%
14	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event		Out Class 2 X 50			0%
15	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs		Group Investigation 2 X 50 learning model			0%
16	FINAL SEMESTER EXAMINATION (UAS)			2 X 50			0%

#### Evaluation Percentage Recap: Project Based Learning

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.