



**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	8722002015		T=2 P=0 ECTS=3.18	3	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																																					
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	<table border="1" style="margin: auto;"> <tr> <td rowspan="2" style="width: 10%;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td> </tr> </table>					P.O	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 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.																																					
<b>References</b>	<b>Main :</b>																																					
	<ol style="list-style-type: none"> <li>1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya</li> <li>2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya</li> <li>3. RobertT Kiyosaki. 2004.Rich Dad, Poor Dad. Jakarta: PT SUN.</li> <li>4. Hendro.M.M. 2011.Dasar-dasar Kewirausahaan.Jakarta: Erlangga</li> <li>5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat.</li> <li>6. Osterwalder,Alexander dan Yves Pigneur., 2014.Business Model Generation,PT.ElexMedia Komputindo, Jakarta.</li> <li>7. PedomanPKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti.Jakarta</li> </ol>																																					
	<b>Supporters:</b>																																					
<b>Supporting lecturer</b>	Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI. 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	Describe the basic concepts of entrepreneurship	<ol style="list-style-type: none"> <li>1.Explain the meaning of the concept of entrepreneurship</li> <li>2.Identifying the mental attitude and character of entrepreneurs</li> <li>3.Explain the types of entrepreneurship</li> </ol>		Direct learning and sharing 2 X 50			0%
2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> <li>1. Able to create a dream for oneself</li> <li>2. Able to determine how to achieve that dream</li> <li>3. Combine dreams with the reality of society's needs</li> <li>4. Formulate what you want in your career for yourself.</li> </ol>		2 X 50			0%
3	Describe business opportunities and business ideas	<ol style="list-style-type: none"> <li>1.Explain business opportunities and ideas</li> <li>2.Developing business ideas</li> <li>3.Find</li> <li>4.Analyze</li> <li>5.Decide</li> </ol>		Direct learning and sharing 2 X 50			0%
4	Understand business ethics	<ol style="list-style-type: none"> <li>1.Distinguish between ethical business and unethical business</li> <li>2.Explain the rights and obligations of entrepreneurs</li> <li>3.Explain the various types of business permits</li> </ol>		Discussion and question and answer 1 X 1			0%
5	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>		Discussion and questions and answers 2 X 50			0%
6	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>		Discussion and questions and answers 2 X 50			0%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> <li>1.Explaining Segmenting Targeting Positioning (STP)</li> <li>2.Explain customer value</li> <li>3.Explaining the Marketing Mix</li> </ol>		Hands-on learning and 2 X 50 assignments			0%
8	MIDDLE SEMESTER EXAMINATION (UTS)			2 X 50			0%

9	Explain the production plan in a business	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		Direct learning and sharing 2 X 50			0%
10	Planning Human Resources in a business	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		Cooperative learning Problem based learning 2 X 50			0%
11	Planning finances in a business	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)		Hands-on learning and 2 X 50 assignments			0%
12	Drawing up a business plan	Drawing up a business plan		Direct learning 2 X 50			0%
13	Business plan presentation	Business plan presentation		Discussion 2 X 50			0%
14	Business plan presentation	Business plan presentation		Discussion 2 X 50			0%
15	Business plan presentation	Business plan presentation		Discussion 2 X 50			0%
16	FINAL SEMESTER EXAMINATION (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%.

12. TM=Face to face, PT=Structured assignments, BM=Independent study.