



**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																																																																												
Entrepreneurship Practices	8722003107	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	7	July 4, 2023																																																																												
AUTHORIZATION		SP Developer	Course Cluster Coordinator			Study Program Coordinator																																																																													
		Nurul Hanifa.,S.E.,M.Si.	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																																																																																	
	PLO-8	Able to apply information technology in problem solving																																																																																	
	Program Objectives (PO)																																																																																		
	PO - 1	Able to implement business plan practices by utilizing Information Technology in the field of entrepreneurial practice.																																																																																	
	PO - 2	Able to develop business strategies that suit the chosen business field																																																																																	
	PLO-PO Matrix																																																																																		
		<table border="1" style="width: 100%; text-align: center;"> <tr> <td>P.O</td> <td>PLO-2</td> <td>PLO-4</td> <td>PLO-6</td> <td>PLO-7</td> <td>PLO-8</td> </tr> <tr> <td>PO-1</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> </tr> </table>						P.O	PLO-2	PLO-4	PLO-6	PLO-7	PLO-8	PO-1	✓	✓	✓	✓	✓	PO-2	✓	✓	✓	✓	✓																																																										
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																			
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PO-2							✓	✓	✓	✓	✓	✓	✓	✓	✓	✓																																																																			
Short Course Description	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 the entrepreneurship practice course are discussions, assignments, direct learning, simulations, cooperative learning, group investigation, integrated work learning (Co-op), and entrepreneurial practice. This course contains concepts and applies a business plan that has been created by referring to the concepts of Business Start Strategy, Salesmanship, Business Performance Measurement, and Business Plan. The learning methods used in entrepreneurship practice courses are discussion, assignment, direct learning, simulation, cooperative learning, group investigation, integrated work learning (Co-op), and entrepreneurial practice.																																																																																		
References	Main :																																																																																		
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya 2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balance Scorecard Working Paper. Harvard Business School. Harvard University :10-0744. 4. David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat 5. Robinson& Pearce. 2008. Manajemen Strategik Edisi 10. Jakarta : Salemba Empat 6. Cravens, David W & Nigel F Percy. 2006. Strategic Marketing, 8 th edition. McGraw-Hill. 																																																																																		
	Supporters:																																																																																		

<ol style="list-style-type: none"> Hanifa dkk, 2023. Development Of Community Entrepreneurship Through Creating Digital Marketing, Laporan PKM, LPPM UNESA: Surabaya Hutabarat dkk, 2023. Pembekalan Literasi Keuangan Digital bagi UMKM di Desa Ponokawan Kecamatan Krian Kabupaten Sidoarjo, Laporan PKM, LPPM UNESA: Surabaya Prayudi dkk, 2023. Pkm Penerapan Paket Teknologi Pengolah Kedelai Bahan Baku Tempe Dan Penataan Manajemen Untuk Meningkatkan Produktivitas Umkm Produsen Tempe Kedungcangkring Sidoarjo, Laporan PKM, LPPM UNESA: Surabaya 							
Supporting lecturer		Dr. Lucky Rachmawati, S.E., M.Si. 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	Formulate a Strategy for Starting a Business	<ol style="list-style-type: none"> Differentiate between forms of business Identify the advantages and disadvantages of business forms Formulate techniques and strategies for starting a business 	Criteria: scoring guidelines Form of Assessment : Participatory Activities	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures 2 X 50	Material: strategies for starting a business Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	4%
2	Salesmanship	<ol style="list-style-type: none"> Describe the concepts and elements in selling Mention the character of the seller's requirements Mention the types of buyers Review the sales process 	Criteria: scoring guidelines Form of Assessment : Participatory Activities, Tests	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures 2 X 50	Material: Salesmanship Literature: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	3%
3	Evaluation of Business Performance Measurements	<ol style="list-style-type: none"> Analyzing financial reports Analyzing break even point analysis Analyze cash flow 	Criteria: scoring guidelines Forms of Assessment : Participatory Activities, Practice/Performance, Tests	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures 2 X 50	Material: Business Performance Measurement References: Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.	4%
4	Analyze business plans	<ol style="list-style-type: none"> Able to formulate a business plan Able to prepare marketing plans Able to prepare HR plans Able to prepare operational plans Able to draw up a financial plan 	Criteria: according to scoring guidelines Form of Assessment : Participatory Activities, Tests	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures 2 X 50	Material: business plan Reference: Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya	3%
5	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Criteria: scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: analysis of MSME business practices References: David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat	4%

6	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Criteria: according to scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: analysis of MSME business practices References: David, Fred R. 2011. <i>Strategic Management: Concept.</i> Jakarta: Salemba Empat	4%
7	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Criteria: according to scoring guidelines Form of Assessment : Practice/Performance, Test	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: analysis of MSME business practices References: David, Fred R. 2011. <i>Strategic Management: Concept.</i> Jakarta: Salemba Empat	4%
8	Midterm Exam (UTS)		Form of Assessment : Project Results Assessment / Product Assessment	UTS 2 X 50	UTS 2 X 50		20%
9	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Criteria: scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	3%
10	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Form of Assessment : Practice / Performance	Out Class 2x50		Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	4%
11	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Criteria: scoring guidelines Form of Assessment : Practice/Performance, Test	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	4%
12	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Criteria: scoring guidelines Forms of Assessment : Participatory Activities, Practice/Performance, Tests	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	4%
13	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Criteria: according to scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	3%
14	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Criteria: according to scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: Entrepreneurial practices Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship.</i> UNIPRESS. Surabaya	3%

15	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Criteria: scoring guidelines Form of Assessment : Practice / Performance	Interactive Discussions and Lectures 2 X 50	Interactive Discussions and Lectures	Material: analysis of MSME business practices Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	3%
16	FINAL SEMESTER EXAMINATION (UAS)	scoring guidelines	Criteria: scoring guidelines Form of Assessment : Project Results Assessment / Product Assessment	FINAL SEMESTER EXAMINATION (UAS) 2 X 50			30%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	9.66%
2.	Project Results Assessment / Product Assessment	50%
3.	Practice / Performance	30.66%
4.	Test	9.66%
		99.98%

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.