



Universitas Negeri Surabaya
Faculty of Education,
Educational Technology Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date		
Entrepreneurship	8620302145		T=2 P=0 ECTS=3.18	4	July 18, 2024		
AUTHORIZATION	SP Developer		Course Cluster Coordinator	Study Program Coordinator			
	Dr. Utari Dewi, S.Sn., M.Pd.			
Learning model	Project Based Learning						
Program Learning Outcomes (PLO)	PLO study program that is charged to the course						
	Program Objectives (PO)						
	PLO-PO Matrix						
		P.O					
Short Course Description	Entrepreneurship provides insight into business opportunities and forms an independent entrepreneurial spirit. Entrepreneurship studies the basic concepts of entrepreneurship and the characteristics of an independent entrepreneur						
References	Main :						
	1. Buchari, Alma. 2009. Kewirausahaan: Panduan Perkuliahan . Bandung: Alfabeta. 2. Suharyadi, dkk. 2008. Kewirausahaan Membangun Usaha Sukses Sejak Usia Muda . Jakarta, Penerbit Salemba Empat. 3. Suryana. 2003. Kewirausahaan: Pedoman Praktis, Kiat, dan Proses Menuju Sukses . Jakarta: Salemba Empat. 4. Tim. 2016. Kewirausahaan. Surabaya. UNESA University Press.						
	Supporters:						
Supporting lecturer	Dra. Sulistiowati, M.Pd. Dr. Andi Kristanto, S.Pd., M.Pd. Citra Fitri Kholidya, 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	Students are able to explain the basic concepts (nature and meaning) of entrepreneurship	Able to explain the meaning of entrepreneurship, its goals and functions	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50			0%
2	Students are able to explain the characteristics needed in entrepreneurship	Able to explain the characteristics required in entrepreneurship and its functions	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50			0%
3	Students are able to have the creativity and ethics needed in entrepreneurship	Able to have the Creativity and Ethics needed in entrepreneurship	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Observation, presentation, discussion 2 X 50			0%
4	Students are able to have individual entrepreneurial personalities	Able to have an entrepreneurial individual personality	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50			0%
5	Students are able to instill the importance of productivity and motivation in entrepreneurship	Able to instill the importance of productivity and stages of increasing productivity	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50			0%
6	Students are able to identify the selling process and its relationship with entrepreneurship	Able to identify sales stages	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Problem Based Learning, Lectures, presentations & discussions 2 X 50			0%
7	Students are able to apply the leadership process in entrepreneurship	Able to apply this type of leadership in entrepreneurship	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Problem Based Learning, Lectures, presentations & discussions 2 X 50			0%
8	UAS	Meeting Indicators 1 - 7	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	2 X 50			0%

9	Students are able to carry out the stages of a marketing plan	Able to explain the meaning and carry out the stages of a marketing plan	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
10	Students are able to carry out the business plan stages	Able to explain the meaning and carry out the stages of a business plan	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
11	Students are able to do franchising and direct marketing	Able to explain the meaning and types of Franchising and Direct Marketing	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
12	Students are able to identify new business opportunities	Able to explain the stages of Identification of New Business Opportunities	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
13	Students are able to carry out the stages of evaluating new business opportunities	Able to explain the stages of evaluating New Business Opportunities	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
14	Students carry out the stages of financing new business opportunities	Able to explain the stages of financing new business opportunities	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Lectures, presentations & discussions 2 X 50		0%
15	Students are able to create a Business plan & Marketing Plan	Students are able to prepare a business plan & marketing plan in real business (practice)	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	Project Based Learning, Practice preparing a business plan, presentation & discussion 2 X 50		0%
16	UAS	Meeting Indicators 1 - 15	Criteria: 1.A = Very Good 2.B = Good 3.C = Fairly Good 4.D = Less 5.E = Very Less	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.