	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
Education/Learning Entrepreneurship Planning and Evaluation		8620302211		T=2	P=0	ECTS=3.18	6	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

	PO Matrix at the end of each learning stage (Sub-PO)

P.O	Week															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

Short Course Description	This course discusses the concept and development of entrepreneurship in order to develop an entrepreneurial spirit, namely the ability to motivate oneself to perceive new business opportunities, create production services, marketing, partnerships, and develop entrepreneurship in accordance with the scientific field of educational technology. through collaborative learning. Lectures are carried out using blended learning. The assessment is carried out by means of question and answer and in writing.

References	**Main :**	
	1. Achmad, Nur., Saputro, Edy Purwo dan Handayani, Sih. 2016. Kewirausahaan di Era Digital. Jakarta: Direktorat Penelitian Pengabdian Masyarakat Dirjen Dikti 2. Achmad, Nur dan Saputro, Edy Purwo. 2015. Isu Riset Kewirausahaan. Jakarta: Direktorat Penelitian Pengabdian Masyarakat Dirjen Dikti 3. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. Surabaya: Unipress	
	Supporters:	

Supporting lecturer	Dra. Sulistiowati, M.Pd. Dr. H. Andi Mariono, M.Pd. Khusnul Khotimah, 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)

			Criteria				
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	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	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%

No			Criteria				%
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	Practice preparing business plans, presentations & discussions 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.