



Universitas Negeri Surabaya
Faculty of Languages and Arts
Bachelor of Fine Arts Education Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Arts Management	8821002110	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	4	July 17, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
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Learning model Project Based Learning

Program Learning Outcomes (PLO)	PLO study program that is charged to the course																	
	PLO-7	Develop abilities and implement fine arts knowledge in the areas of planning, implementing and evaluating fine arts learning																
	PLO-12	Able to develop skills and management in creating fine arts in entrepreneurship.																
	Program Objectives (PO)																	
	PO - 1	Students are able to identify strategic management stages of maintaining working networks with colleagues, colleagues, stakeholders both inside and outside their institution in the field of fine arts education																
	PO - 2	Students are able to design and implement fine arts learning outcomes using a creative industrial arts management approach																
	PLO-PO Matrix																	
		P.O	PLO-7	PLO-12														
		PO-1																
		PO-2																
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	
	PO-1																	
	PO-2																	

Short Course Description This course contains an understanding of networking models and activity management related to the working mechanisms of various infrastructure elements in the fine arts field. Discusses various specific characteristics of the fine arts scene in Indonesia and comparisons with the infrastructure of the international fine arts scene. Discussion through the principles of functionalism (fine art production&ndashdistribution&ndashconsumption chain), covering the latest developments in artists' artistic work, typology of art spaces (museums, galleries, auction houses), fine arts activities (typology of exhibitions, biennales, triennales, artist residency programs) , curatorship, art criticism and mass media, art dealers and collectors, as well as an explanation of IPR in fine art.

References

Main :

- Heather Darcy Bhandari, Jonathan Melber. 2014. Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career. Simon & Schuster.
- Anabelle Ruston. 2005. Artist’s Guide to Selling Work. A & C Black Publishers. Meg Brindle. 2011. The Arts Management Handbook: New Directions for Students and Practitioners, Routledge.

Supporters:

- William James Byrnes. 2008. Management and The Arts. Focal Press

Supporting lecturer Muchlis Arif, S.Sn., M.Sn.

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	Understand the aspects studied in arts management, definitions and theories	Able to recognize aspects of arts management theory	Criteria: able to correctly describe aspects of the definition, theory of arts management Form of Assessment : Participatory Activities, Tests	1. Lecture2. Discussion 2 X 1		Material: definitional aspects, arts management theory. Library: William James Byrnes. 2008. <i>Management and The Arts</i> . Focal Press.	5%
2	Understand the aspects studied in arts management, definitions and theories	Able to recognize aspects of arts management theory	Criteria: able to correctly describe aspects of the definition, theory of arts management Form of Assessment : Participatory Activities, Tests	1. Lecture2. Discussion 2 X 1		Material: definitional aspects, arts management theory. Library: William James Byrnes. 2008. <i>Management and The Arts</i> . Focal Press.	5%
3	Understand the management of arts institutions/organizations well.	Able to explain the procedures for managing arts institutions/organizations	Criteria: create management of arts institutions/organizations Form of Assessment : Project Results Assessment / Product Assessment	1. Lecture2. Discussion 2x100		Material: management of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work</i> . A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners</i> , Routledge.	5%
4	Understand the management of arts institutions/organizations well.	Able to explain the procedures for managing arts institutions/organizations	Criteria: create management of arts institutions/organizations Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment	1. Lecture2. Discussion 2x100		Material: management of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work</i> . A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners</i> , Routledge.	4%
5	Students are able to plan an art market management model using IT	Able to create art market management model plans with IT	Criteria: create an art market management model plan with IT which includes planning, implementing and controlling programs designed to form, build and maintain profits through target markets Form of Assessment : Portfolio Assessment	1. Lecture2. Group Discussion 1. (3 people) 1x50		Material: Art market management model Bibliography: William James Byrnes. 2008. <i>Management and the Arts</i> . Focal Press	5%
6	Students are able to plan a model for art market management using IT in the form of a framework for arts institutions/organizations	Able to create art market management model plans using IT in managing arts institutions/organizations	Criteria: Students' ability to plan art market management models using IT in managing arts institutions/organizations Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment	1. Lecture2. Group Discussion 2. (3 people) 1x50		Material: art market management model plan using IT Readers: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career</i> . Simon & Schuster.	5%
7	SWOT analysis of arts institutions/organizations	Able to analyze arts institutions/organizations using SWOT analysis	Criteria: the ability to analyze arts organizations by comparing external factors Opportunities and Threats with internal factors Strengths and Weaknesses Form of Assessment : Project Results Assessment / Product Assessment	1. Lecture2. Group Discussion 3. (3 people) 1x50		Material: arts institutions/organizations with SWOT analysis References: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career</i> . Simon & Schuster.	5%
8	Midterm exam	Midterm exam	Criteria: Can do UTS questions Form of Assessment : Project Results Assessment / Product Assessment	Midterm Exam 2x1		Material: Arts management Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work</i> . A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners</i> , Routledge.	15%

9	Same case, different institution/organization	Analyze arts institutions/organizations with SWOT analysis	<p>Criteria: Able to analyze arts institutions/organizations using SWOT analysis</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	1. Lecture2. Group Discussion 4. (3 people) 1x50		<p>Material: analysis of arts institutions/organizations References: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career.</i> Simon & Schuster.</p>	5%
10	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Form of Assessment : Practice / Performance</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: Analyzing the same case with different institutions/organizations References: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career.</i> Simon & Schuster.</p>	5%
11	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: Analyzing the same case with different institutions/organizations References: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career.</i> Simon & Schuster.</p>	5%
12	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: Analyzing the same case with different institutions/organizations References: Heather Darcy Bhandari, Jonathan Melber. 2014. <i>Art/Work: Everything You Need to Know (and Do) as You Pursue Your Art Career.</i> Simon & Schuster.</p> <p>Material: analysis of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work.</i> A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners,</i> Routledge.</p>	5%
13	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: analysis of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work.</i> A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners,</i> Routledge.</p>	5%
14	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: analysis of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work.</i> A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners,</i> Routledge.</p>	5%
15	Same case, different institution/organization	Able to analyze arts institutions/organizations using SWOT analysis	<p>Criteria: students' ability to analyze arts institutions/organizations using SWOT analysis</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practices / Performance</p>	1. Lecture2. Group Discussion 5. (3 people) 1x50		<p>Material: analysis of arts institutions/organizations Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work.</i> A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners,</i> Routledge.</p>	5%

16	Final exams	Final exams	Criteria: Able to complete UAS assignments Form of Assessment : Participatory Activities, Practice/Performance	2x1 Semester Final Exam		Material: Arts management Reader: Anabelle Ruston. 2005. <i>Artist's Guide to Selling Work.</i> A & C Black Publishers. Meg Brindle. 2011. <i>The Arts Management Handbook: New Directions for Students and Practitioners,</i> Routledge.	15%
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Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	25.5%
2.	Project Results Assessment / Product Assessment	45.5%
3.	Portfolio Assessment	6.33%
4.	Practice / Performance	16.67%
5.	Test	5%
		99%

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.