

Learning materials [References]

Assessment Weight (%)



each learning stage

(Sub-PO)

Indicator

## Universitas Negeri Surabaya **Faculty of Languages and Arts**

## **Bachelor of Fine Arts Education Study Program** SEMESTER LEARNING PLAN CODE SEMESTER Compilation Date Courses **Course Family** T=2 P=0 ECTS=3.18 February 1, 2024 Entrepreneurship 8821002217 Compulsory Study Program AUTHORIZATION **Course Cluster Coordinator** Study Program Coordinator SP Developer Ika Anggun Camelia, S.Pd., M.Pd. Ika Anggun Camelia, S.Pd., M.Pd. Fera Ratyaningrum, S.Pd., M.Pd. Learning model **Project Based Learning** Program PLO study program which is charged to the course Learning Outcomes (PLO) PLO-6 Able to work effectively individually and in groups and has a passion for entrepreneurship. PLO-8 Analyze and apply fine arts scientific concepts in entrepreneurial development PLO-12 Able to develop skills and management in creating fine arts in entrepreneurship. **Program Objectives (PO)** PO - 1 Students have the skills to develop creative businesses PO - 2 Students are able to identify and analyze trends in fine arts opportunities and fine arts education in the creative industries PO - 3 Students are able to design creative industry-based business plans in the field of fine arts and fine arts education in a thorough PLO-PO Matrix P.O PLO-6 PLO-8 PLO-12 PO-1 PO-2 , PO-3 PO Matrix at the end of each learning stage (Sub-PO) P.O Week 1 2 3 4 5 6 8 9 10 12 14 15 16 11 13 , PO-1 PO-2 , / , , / / PO-3 Understanding the concept of entrepreneurship in an effort to develop an entrepreneurial spirit, namely the ability to motivate oneself to be able to sense business opportunities, create services, production, marketing, partnerships and management, as well as being able to improve problem solving skills in business Short Course Description References Main: Hendro. 2011. Dasar-Dasar Kewirausahaan. Jakarta: Erlangga. Setiawan. Toni. 2012. Entrepreneurship. Jakarta: Oryza. 3. Wijandi, Soesarsono. 1997. Pengantar Kewiraswastaan. Jakarta: Sinar Baru Algensindo. Tim. 2016. Kewirausahaan. Surabaya: University press. Utomo, Kurniawan P., et al. DASAR MANAJEMEN DAN KEWIRAUSAHAAN . CV WIDINA MEDIA UTAMA, 2021. 4. 5. Supporters: 1. https://www.gramedia.com/literasi/wirausaha/ Fera Ratyaningrum, S.Pd., M.Pd. Ika Anggun Camelia, S.Pd., M.Pd. Pungki Siregar, S.Pd., M.A. Supporting Help Learning, Learning methods, Student Assignments, [Estimated time] **Evaluation** Final abilities of

Offline ( offline

Online (online)

Criteria & Form

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Analyze the application of entrepreneurship in everyday life.	1.Explain the entrepreneurial perspective. 2.Analyze the differences between entrepreneurs, entrepreneurs, and inventors. 3.Distinguish between entrepreneurs and managers, and also workers	Criteria: presentation of discussion results  Form of Assessment : Participatory Activities, Tests	Questions and answers, discussions, lectures 2 X 50		Material: Getting to know business management References: Utomo, Kurniawan P., et al. FUNDAMENTALS OF MANAGEMENT AND ENTREPRENEURSHIP. CV WIDINA MEDIA UTAMA, 2021.	5%
2	1.Analyze the application of entrepreneurship in everyday life     2.develop a business in the field of fine arts	1.Explain the qualities and characteristics of successful entrepreneurs     2.can design business proposals in the field of fine arts	Criteria: results of discussions and work plans  Form of Assessment: Participatory Activities, Practice/Performance	analysis, discussion, proposal design 2 X 50		Material: business development Reader: Setiawan. Tony. 2012. Entrepreneurship. Jakarta: Oryza.	5%
3	1.Analyze the application of entrepreneurship in everyday life     2.develop a business in the field of fine arts	1.Explain the qualities and characteristics of successful entrepreneurs     2.can design business proposals in the field of fine arts	Criteria: results of discussions and work plans  Form of Assessment: Participatory Activities, Practice/Performance	analysis, discussion, proposal design 2 X 50		Material: business development Reader: Setiawan. Tony. 2012. Entrepreneurship. Jakarta: Oryza.	5%
4	1.Analyze the application of entrepreneurship in everyday life     2.develop a business in the field of fine arts	1.can design business proposals in the field of fine arts 2.can present ideas	Criteria: results of presentations and discussions  Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practices / Performance	proposal presentation 2 X 50		Material: business development Reader: Setiawan. Tony. 2012. Entrepreneurship. Jakarta: Oryza.	10%
5	management perspective and scope	1.Have knowledge of financial management 2.Able to make decisions and analyze the consequences of decisions	Criteria: financial design presentation  Form of Assessment : Participatory Activities, Portfolio Assessment	Questions and answers and discussion Practice completing the 2 X 50 worksheet		Material: entrepreneurial management Reference: Utomo, Kurniawan P., et al. FUNDAMENTALS OF MANAGEMENT AND ENTREPRENEURSHIP. CV WIDINA MEDIA UTAMA, 2021.	5%
6	Problem solving soft skills     developed business management design	1.Able to solve problems in business.     2.able to organize business management	Criteria: preparation of business management  Form of Assessment: Participatory Activities, Practice/Performance	discussion and preparation of business development management 2 X 50		Material: entrepreneurial management Reader: Hendro. 2011. Basics of Entrepreneurship. Jakarta: Erlangga.	5%
7	1.Problem solving soft skills     2.developed business management design	1.Able to solve problems in business. 2.able to organize business management	Criteria: preparation of business management  Form of Assessment: Participatory Activities, Practice/Performance	discussion and preparation of business development management 2 X 50		Material: entrepreneurial management Reader: Hendro. 2011. Basics of Entrepreneurship. Jakarta: Erlangga.	5%
8	1.Problem solving soft skills 2.developed business management design	1.Able to solve problems in business. 2.able to organize business management	Criteria: preparation of business management  Form of Assessment: Participatory Activities, Practice/Performance	presentation of the results of the 2 X 50 design		Material: entrepreneurial management Reader: Hendro. 2011. Basics of Entrepreneurship. Jakarta: Erlangga.	10%
9	1.able to understand marketing management 2.able to design marketing	management understanding and design	Criteria: presentation results Form of Assessment : Practice/Performance, Test	analysis and discussion of marketing of 2 X 9 tv products		Material: promotion management Reader: Wijandi, Soesarsono. 1997. Introduction to Entrepreneurship. Jakarta: Sinar Baru Algensindo.	5%

10	1.able to understand marketing management 2.able to design marketing	1.management understanding and design     2.have a development plan	Criteria: presentation results Form of Assessment : Practice / Performance	analysis and discussion of marketing of 2 X 9 tv products	Material: promotion management Reader: Wijandi, Soesarsono. 1997. Introduction to Entrepreneurship. Jakarta: Sinar Baru Algensindo.	5%
11	1.able to understand marketing management 2.able to design marketing	1.management understanding and design     2.have a development plan	Criteria: presentation results  Form of Assessment : Participatory Activities, Practice/Performance	create 2 X 9 entrepreneurship supporting products	Material: promotion management Reader: Wijandi, Soesarsono. 1997. Introduction to Entrepreneurship. Jakarta: Sinar Baru Algensindo.	5%
12	1.able to     understand     marketing     management     2.able to design     marketing	1.management understanding and design     2.have a development plan	Criteria: presentation results  Form of Assessment: Participatory Activities, Practice/Performance	present 2 X 9 entrepreneurship supporting products	Material: entrepreneurial management Reference: Utomo, Kurniawan P., et al. FUNDAMENTALS OF MANAGEMENT AND ENTREPRENEURSHIP. CV WIDINA MEDIA UTAMA, 2021.	10%
13	Carry out innovations from the results of analysis of small businesses.	product samples	Criteria: how strong is the screen printing in clean water  Form of Assessment: Participatory Activities, Practice/Performance	manufacture of 2 X 50 development products	Material: product Library: Team. 2016. Entrepreneurship. Surabaya: University press.	5%
14	1.Carry out innovations from the results of analysis of small businesses. 2.development product design	the results of the creation of supporting work for product promotion	Criteria: expression of ideas Form of Assessment : Participatory Activities, Practice/Performance	practice 2 X 50	Material: entrepreneurship Reader: Setiawan. Tony. 2012. Entrepreneurship. Jakarta: Oryza.	5%
15	Carrying out exercises for intrapreneurship from the results of the business plan prepared.	1.Responsible for implementing the business plan that has been created. 2.explain the results of promotional supporting designs	Criteria: analysis and discussion  Forms of Assessment : Participatory Activities, Practice/Performance, Tests	Report presentation. and preparation of the 2 X 50 exhibition	Material: product promotion Reader: Team. 2016. Entrepreneurship. Surabaya: University press.	5%
16	Skilled in preparing business plans.	1.Prepare a business plan for PMW/PKMK.     2.showcase and practice selling products	Criteria: sales skills and marketing strategies Form of Assessment : Participatory Activities, Portfolio Assessment	presentation and exhibition of 2 X 50 products	Material: marketing management Reference: Utomo, Kurniawan P., et al. FUNDAMENTALS OF MANAGEMENT AND ENTREPRENEURSHIP. CV WIDINA MEDIA UTAMA, 2021.	10%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage	
1.	Participatory Activities	42.5%	
2.	Project Results Assessment / Product Assessment	3.33%	
3.	Portfolio Assessment	7.5%	
4.	Practice / Performance	40%	
5.	Test	6.67%	
		100%	

## 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.
- 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 abilities in the process and student learning outcomes are specific and measurable statements that identify the abilities 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.
- 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,
- Politis of learning. Lecture, response, retordar, equivalent, fraction, studio Fractice, volvising Fractice, retord Fractice, 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.