



Universitas Negeri Surabaya
Faculty of Social Sciences and Law
Geography Education Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date										
Entrepreneurship	8720202182		T=2	P=0	ECTS=3.18	4	July 18, 2024										
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator											
			Dr. Nugroho Hari Purnomo, S.P., M.Si.											
Learning model	Project Based Learning																
Program Learning Outcomes (PLO)	PLO study program which 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	Providing an understanding and spirit of entrepreneurship among students so that they are able to become entrepreneurs who are far-sighted and broad based on the knowledge they have acquired, can recognize entrepreneurial thinking patterns and improve their understanding of management (organization, production, finance and marketing), as well as introduce how to access information and markets as well as technology, how to form business partnerships, business strategy and ethics, as well as creating a business plan or feasibility study that students need to be better prepared in managing the business that is being implemented. Learning is carried out with a constructivist approach and ends with an exercise in making a business plan in independent and group work.																
References	Main :																
	1. Alma, Buchari. 2007. Kewirausahaan . Bandung: Alfabeta 2. Calvin R, J. 2002. Entrepreneurial Management . Newyork: McGraw-Hill Company 3. Kennedy, Denn. 2013. ime Management for Entrepreneurs (2th Edition). Newyork: Entrepreneur Press 4. Rusdiana.2014. Kewirausahaan. Bandung:CV.Setia Jaya 5. Sutanto, Adi. 2000. Kewiraswastaan . Jakarta: Ghalia Indonesia 6. Suharyadi, dkk. 2008. Kewirausahaan: Membangun Usaha Sukses Sejak Usia Muda . Jakarta: Salemba Empat																
	Supporters:																
Supporting lecturer	SOEGIYANTO Dr. Rindawati, M.Si. Dr. Aida Kurniawati, S.Pd., 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	Able to understand the concept and meaning of entrepreneurship	- Explain the meaning of entrepreneurship - Explain the purpose of entrepreneurship in higher education - - Explain the function of entrepreneurship - Explain the classification of entrepreneurship	Criteria: Completed and incomplete	lectures, group discussions and reflections 2 X 50			0%
2	Able to understand the concept of entrepreneurial management	- Explain the basic principles of entrepreneurship - Explain the characteristics of entrepreneurship - Explain how to build an entrepreneurial spirit - Explain entrepreneurial management	Criteria: Completed and incomplete	Presentation, discussion and reflection 2 X 50			0%
3	Able to analyze business opportunities	- Explain the meaning of business opportunities - - Identify business opportunities - - Explain the factors that are taken into consideration in business opportunities	Criteria: Completed and incomplete	Discussions, assignments, exercises, searching for library sources and other references 2 X 50			0%
4	Able to analyze business opportunities	- Explain the types of business opportunities - - Explain the forms of business - - Explain the concept of preparing for business establishment	Criteria: Completed and incomplete	Discussions, assignments, exercises, searching for library sources and other references 2 X 50			0%
5	Able to understand the concept of marketing plans	- Explain the meaning of a marketing plan - - Explain the strategy in preparing a marketing plan - - Identify the characteristics of a good marketing plan - - Develop a marketing plan concept for the business being built	Criteria: Completed and incomplete	Presentation, discussion, case analysis and assignments 2 X 50			0%
6	Able to understand business plans	- Explain the meaning of a business plan - - Explain the strategy in preparing a business plan - - Identify the characteristics of a good business plan	Criteria: Completed and incomplete	Presentation, discussion, case analysis and assignments 2 X 50			0%
7	Able to understand business plans	- Explain business ethics - - Understand the concept of business partnerships - - Prepare a business plan proposal for the business to be developed	Criteria: Completed and incomplete	Presentation, discussion, case analysis and assignments 2 X 50			0%
8	UTS	UTS	Criteria: Completed and incomplete	Written test 2 X 50			0%

9	Able to analyze entrepreneurship development	- Explain the concept of business development - Explain the concept of entrepreneurship in the field of education	Criteria: Completed and incomplete	Discussions, assignments, field studies and presentation of results. 2 X 50			0%
10	Able to analyze entrepreneurship development	- Explain the steps for business development in detail - Identify entrepreneurship opportunities and challenges - Explain entrepreneurship techniques	Criteria: Completed and incomplete	Discussions, assignments, field studies and presentation of results. 2 X 50			0%
11	Able to analyze entrepreneurship development	- Explaining the concept of business development - Explaining the concept of entrepreneurship in the field of education - Explaining the steps for business development in detail - Identifying entrepreneurship opportunities and challenges - Explaining entrepreneurship techniques	Criteria: 1.Assessment sheet 1 is used to assess students' mastery of knowledge regarding the application of theory in regional development. The assessment contained in Assessment Sheet 1 is carried out during the Mid-Semester Examination (UTS). 2.Assessment Sheet 1. Consists of 5 essay questions. 3.Weight of Questions No. 1-5 = 20 4.Assessment sheet 2 is used to observe student responsibilities in carrying out/completing each assignment given 5.The assessment in Assessment Sheet 2 is carried out during lectures in regional development geography courses 6.The assessment contained in Assessment Sheet 3 is carried out during the Final Semester Examination (UAS) in the form of a description test	- Pulpit lecture - Question and answer - Discussion 2 X 50			0%

12	Able to understand entrepreneurial practice planning	<ul style="list-style-type: none"> - Explain business design - Explain product focus and marketable business opportunities - - Explain effective marketing techniques - - Identify business factors - Explain the Break Effect Point concept - - Analyze business success projections - - Identify components in developing a business 	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Assessment sheet 1 is used to assess students' mastery of knowledge regarding the application of theory in regional development. The assessment contained in Assessment Sheet 1 is carried out during the Mid-Semester Examination (UTS). 2. Assessment Sheet 1. Consists of 5 essay questions. 3. Weight of Questions No. 1-5 = 20 4. Assessment sheet 2 is used to observe student responsibilities in carrying out/completing each assignment given 5. The assessment in Assessment Sheet 2 is carried out during lectures in regional development geography courses 6. The assessment contained in Assessment Sheet 3 is carried out during the Final Semester Examination (UAS) in the form of a description test 	Entrepreneurial practice 2 X 50			0%
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15	Able to understand business feasibility studies	- explain the meaning of a feasibility study - explain the steps in a business feasibility study - explain the basis of a business feasibility study - explain the factors that need to be considered in a feasibility study - explain the techniques for preparing a business feasibility study - prepare an effective and efficient business feasibility study	Criteria: 1. Assessment sheet 1 is used to assess students' mastery of knowledge regarding the application of theory in regional development. The assessment contained in Assessment Sheet 1 is carried out during the Mid-Semester Examination (UTS). 2. Assessment Sheet 1. Consists of 5 essay questions. 3. Weight of Questions No. 1-5 = 20 4. Assessment sheet 2 is used to observe student responsibilities in carrying out/completing each assignment given 5. The assessment in Assessment Sheet 2 is carried out during lectures in regional development geography courses 6. The assessment contained in Assessment Sheet 3 is carried out during the Final Semester Examination (UAS) in the form of a description test	- Pulpit Lecture - Questions and Answers - Discussion 2 X 50			0%
16							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.