



Universitas Negeri Surabaya
Faculty of Languages and Arts,
Indonesian Literature Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																			
Entrepreneurship	7920102135	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	4	July 16, 2024																																																			
AUTHORIZATION		SP Developer	Course Cluster Coordinator			Study Program Coordinator																																																				
		Dr. Mulyono, M.Hum.; Nugroho Agung, M.Pd.	Prof. Dr. Kisyani Laksono, M.Hum.			Drs. Parmin, M.Hum.																																																				
Learning model	Project Based Learning																																																									
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																									
	PLO-13	Able to demonstrate independent, quality, measurable performance, and make appropriate decisions in the context of problem solving based on the results of information and data analysis																																																								
	Program Objectives (PO)																																																									
	PO - 1	Students are able to know the concepts of entrepreneurship and its applications related to their scientific discipline in a responsible manner																																																								
	PLO-PO Matrix																																																									
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="padding: 5px;">P.O</td> <td colspan="6" style="padding: 5px;">PLO-13</td> </tr> <tr> <td style="padding: 5px;">PO-1</td> <td colspan="6" style="padding: 5px;"></td> </tr> </table>						P.O	PLO-13						PO-1																																											
P.O	PLO-13																																																									
PO-1																																																										
PO Matrix at the end of each learning stage (Sub-PO)																																																										
	<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="padding: 5px;">P.O</td> <td colspan="16" style="padding: 5px;">Week</td> </tr> <tr> <td></td> <td style="padding: 5px;">1</td><td style="padding: 5px;">2</td><td style="padding: 5px;">3</td><td style="padding: 5px;">4</td><td style="padding: 5px;">5</td><td style="padding: 5px;">6</td><td style="padding: 5px;">7</td><td style="padding: 5px;">8</td><td style="padding: 5px;">9</td><td style="padding: 5px;">10</td><td style="padding: 5px;">11</td><td style="padding: 5px;">12</td><td style="padding: 5px;">13</td><td style="padding: 5px;">14</td><td style="padding: 5px;">15</td><td style="padding: 5px;">16</td> </tr> <tr> <td style="padding: 5px;">PO-1</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>						P.O	Week																	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	
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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																										
PO-1																																																										
Short Course Description	Discussion of the spirit, principles and management of entrepreneurship in the field of Indonesian language and literature through theoretical provision activities and examples of entrepreneurial activities related to Indonesian language and literature in class meetings, business design simulation presentations and entrepreneurship practices in the field in order to foster the spirit, principles and entrepreneurial management in the field of Indonesian language and literature to be applied in everyday life.																																																									
References	Main :																																																									
	<ol style="list-style-type: none"> 1. Alma, Buchari. 2007. Kewirausahaan . Bandung: Alfabeta. 2. Haryono, Tjipto, dkk. 2000. Kewirausahaan . Surabaya: Unesa University Press. 3. Irham, Fahmi. 2012. Kewirausahaan : Teori, Kasus, dan Solusi . Bandung : Alfabeta. 4. Mubarok, Mufti. 2012. Manajemen Praktis Kewirausahaan . Jakarta : Jaya Pustaka. 5. Suhardi, Yusuf. 2011. Kewirausahaan . Semarang : Ghalia. 6. Tunggal, Amin Widjaja. 2007. Entrepreneurship . Jakarta : Harvarindo. 																																																									
	Supporters:																																																									
	1. Buku tentang kewirausahaan																																																									
Supporting lecturer	Yermia Nugroho Agung Wibowo, 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	Explain the basic concepts of entrepreneurship	1. Explain the meaning of entrepreneurship (entrepreneurship) 2. Explain the differences between the concepts of entrepreneurship and intrapreneurship 3. Explain the differences between the concepts of entrepreneurship and self-employment	Criteria: 1.2: explanation of 2 characteristics is correct 2.1: explanation of 1 characteristic is correct 3.0: no correct explanation Form of Assessment : Participatory Activities	Explanation, question and answer, discussion 2 X 50		Material: basic concepts of entrepreneurship Reference: Haryono, Tjipto, et al. 2000. Entrepreneurship. Surabaya: Unesa University Press.	5%
2	Explain the characteristics of entrepreneurship	1. Explain the characteristics of entrepreneurship. 2. Explain the benefits of being an entrepreneur	Criteria: 1.4: mention and explain the characteristics of entrepreneurship correctly and completely 2.3: states the characteristics of entrepreneurship correctly but the explanation is incomplete 3.2: mentioning the characteristics of entrepreneurship is incomplete and the explanation is incorrect 4.1: mentioning the characteristics of entrepreneurship is incomplete and there is no explanation 5.0: no correct explanation Form of Assessment : Participatory Activities	Questions and answers, discussions, assignments 2 X 50		Material: entrepreneurial characteristics Reference: Haryono, Tjipto, et al. 2000. Entrepreneurship. Surabaya: Unesa University Press.	10%
3	Identifying business profiles	1. Identify the business profile. 2. Explain the types of business	Criteria: 1.Question number 1 2.4: explain the company profile correctly and completely 3.3: explains the company profile correctly but not completely 4.2: describes the company profile incorrectly and incompletely. 5.0: no presentation 6.Question number 2 7.4: compose a company profile correctly and systematically. 8.3: compose the company profile correctly but not systematically. 9.2: compose the company profile incorrectly. 10.0: did not prepare a company profile. Form of Assessment : Participatory Activities	Explanations, questions and answers, discussions and assignments 2 X 50		Material: business profile References: Alma, Buchari. 2007. Entrepreneurship. Bandung: Alfabeta.	5%

4	Explain the choice of business type	1. Identify the type of business 2. Explain the steps for choosing the type of business 3. Conduct a business feasibility study	Form of Assessment : Participatory Activities	PjBL 2 X 50	PjBL	Material: choosing the type of business Reader: <i>Irham, Fahmi. 2012. Entrepreneurship: Theory, Cases, and Solutions. Bandung: Alfabeta.</i>	5%
5	Conduct business feasibility studies	1. Explain the importance of conducting a business feasibility study 2. Explain the steps for conducting a business feasibility study 3. Conduct a business feasibility study in the field 4. Create a business feasibility study report	Criteria: 1. Question number 1 2.4: present the feasibility study report correctly and completely 3.3: present the feasibility study report correctly but incompletely 4.2: presenting the feasibility study report incorrectly and incompletely. 5.0: no presentation Form of Assessment : Project Results Assessment / Product Assessment, Portfolio Assessment	Questions and answers, discussions, assignments 2 X 50		Material: steps to conduct a business feasibility study Reference: <i>Haryono, Tjipto, et al. 2000. Entrepreneurship. Surabaya: Unesa University Press.</i>	10%
6	Create a business plan (business plan)	1. Explain the importance of planning 2. Explain the meaning of business planning 3. Explain the formal form of business planning 4. Create a business plan for a new business	Criteria: 1.4: prepare a business plan correctly and completely 2.3: prepare a business plan correctly but incompletely 3.2: preparing business plans incorrectly and incompletely. 4.0: did not prepare a business plan Form of Assessment : Project Results Assessment / Product Assessment	Explanations, questions and answers, discussions and assignments 2 X 50		Material: business planning (business plan) References: <i>Mubarok, Mufti. 2012. Practical Management of Entrepreneurship. Jakarta : Jaya Pustaka.</i>	5%
7	Create a business plan (business plan)	1. Explain the importance of planning 2. Explain the meaning of business planning 3. Explain the formal form of business planning 4. Create a business plan for a new business	Criteria: 1.4: prepare a business plan correctly and completely 2.3: prepare a business plan correctly but incompletely 3.2: preparing business plans incorrectly and incompletely. 4.0: did not prepare a business plan Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance	Explanations, questions and answers, discussions and assignments 2 X 50		Material: business planning (business plan) References: <i>Mubarok, Mufti. 2012. Practical Management of Entrepreneurship. Jakarta : Jaya Pustaka.</i>	5%
8	UTS	UTS	Criteria: UTS	UTS 2 X 50	UTS	Material: UTS Library: Books about entrepreneurship	10%

9	understand the concept of entrepreneurial ethics	Explain the SWOT concept Explain the SWOT principle	<p>Criteria:</p> <p>1.4: explain the company's SWOT correctly and completely</p> <p>2.3: explains the company's SWOT correctly but incompletely</p> <p>3.2: explains the company's SWOT incorrectly and incompletely.</p> <p>4.0: no presentation</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Question and answer, discussion-presentation, assignment 2 X 50		<p>Material: concept of entrepreneurial ethics</p> <p>References: <i>Alma, Buchari. 2007. Entrepreneurship. Bandung: Alfabeta.</i></p>	5%
10	Explain the concept of production	1. Explain the concept of production 2. Explain the steps of production activities: stages, cycles, results, layout and production maintenance	<p>Criteria:</p> <p>1.4: arrange the stages of production activities correctly and completely</p> <p>2.3: arrange the stages of production activities correctly but not completely</p> <p>3.2: arrange the stages of production activities incorrectly and incompletely.</p> <p>4.0: does not arrange the stages of production activities</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	PJBL 2 X 50	PJBL	<p>Material: production concept</p> <p>Readers: <i>Irham, Fahmi. 2012. Entrepreneurship: Theory, Cases, and Solutions. Bandung: Alfabeta.</i></p>	10%
11	Explain the concept of sales and marketing activities	Explain the concept of sales and marketing activities. Arranging sales and marketing activities.	<p>Criteria:</p> <p>1.4: organize sales activities correctly and completely</p> <p>2.3: organize sales activities correctly but incompletely</p> <p>3.2: organize sales activities incorrectly and incompletely.</p> <p>4.0: does not organize sales activities</p> <p>Form of Assessment : Participatory Activities</p>	PjBL 2 X 50	PjBL	<p>Material: concept of sales and marketing activities</p> <p>Reader: <i>Irham, Fahmi. 2012. Entrepreneurship: Theory, Cases, and Solutions. Bandung: Alfabeta.</i></p>	10%
12	Explain the concept of financial management	1. Explain the concept of financial management 2. Explain the concept of financial sources of business capital 3. Explain the use and utilization of business capital 4. Make bookkeeping and calculate profit and loss	<p>Criteria:</p> <p>1.4: develop financial management concepts correctly and completely</p> <p>2.3: develop financial management concepts correctly but incompletely</p> <p>3.2: formulating financial management concepts incorrectly and incompletely.</p> <p>4.0: not formulating a financial management concept.</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	PjBL 2 X 50	PjBL	<p>Material: financial management</p> <p>Reader: <i>Irham, Fahmi. 2012. Entrepreneurship: Theory, Cases, and Solutions. Bandung: Alfabeta.</i></p>	5%

13	Explain the concept of creativity and innovation in entrepreneurship	1. Explain the concept of creativity in entrepreneurship. 2. Explain the concept of innovation in entrepreneurship.	Criteria: 1.4: explain the company's innovation correctly and completely 2.3: explains the company's innovation correctly but incompletely 3.2: explains the company's innovation incorrectly and incompletely. 4.0: no presentation Form of Assessment : Project Results Assessment / Product Assessment	Question and answer, discussion-presentation, assignment 2 X 50		Material: creativity and innovation in entrepreneurship Reference: Haryono, Tjipto, et al. 2000. <i>Entrepreneurship. Surabaya: Unesa University Press.</i>	5%
14	Explain the concept of increasing business productivity through motivation	1. Explain the concept of productivity in entrepreneurship 2. Explain the concept of motivation in entrepreneurship 3. Explain two motivation theories in increasing business productivity	Criteria: 1.4: organize activities to increase business productivity through motivation correctly and completely 2.3: organize activities to increase business productivity through motivation correctly but incompletely 3.2: arrange activities to increase business productivity through motivation incorrectly and incompletely. 4.0: not organizing activities to increase business productivity through motivation Form of Assessment : Project Results Assessment / Product Assessment	Question and answer, discussion-presentation, assignment 2 X 50		Material: business productivity through motivation References: Alma, Buchari. 2007. <i>Entrepreneurship. Bandung: Alfabeta.</i>	5%
15	Explains the concept of using imagination and intuition for business progress	1. Explain the concept of using imagination for business progress. 2. Explain the concept of using intuition for business progress	Criteria: 1.4: composing activities using imagination and intuition that can advance the business well and completely 2.3: compiling activities using imagination and intuition that can advance the business well but are not complete 3.2: composing activities using imagination and intuition that can advance the business in a way that is not good and incomplete. 4.0: not organizing activities using imagination and intuition that can advance the business Form of Assessment : Project Results Assessment / Product Assessment	Question and answer, discussion-presentation, assignment 2 X 50		Material: use of imagination and intuition for business progress Reader: Haryono, Tjipto, et al. 2000. <i>Entrepreneurship. Surabaya: Unesa University Press.</i>	10%

16	UAS	UAS	Criteria: UAS Form of Assessment : Test	UAS 2 X 50	UAS	Material: UAS Literature: <i>Haryono, Tjipto, et al. 2000. Entrepreneurship. Surabaya: Unesa University Press.</i>	5%
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Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	35%
2.	Project Results Assessment / Product Assessment	52.5%
3.	Portfolio Assessment	5%
4.	Practice / Performance	2.5%
5.	Test	5%
		100%

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.