



Universitas Negeri Surabaya
Faculty of Engineering,
Bachelor of Information Systems Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																																	
Entrepreneurship	5720102062		T=2 P=0 ECTS=3.18	4	July 17, 2024																																																	
AUTHORIZATION		SP Developer	Course Cluster Coordinator	Study Program Coordinator																																																		
		I Kadek Dwi Nuryana, S.T., M.Kom.																																																		
Learning model	Project Based Learning																																																					
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																					
	PLO-15	Mastering the scientific basics and skills in a particular field of expertise and having initiative and creativity so that he is able to discover, understand, explain, study and formulate ways to solve problems within his area of expertise. Able to demonstrate independent, quality and measurable performance;																																																				
	PLO-24	Mastering concepts and skills in computer programming languages;																																																				
	Program Objectives (PO)																																																					
	PO - 1	Students have knowledge of entrepreneurship theory and development																																																				
	PLO-PO Matrix																																																					
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="padding: 5px;">P.O</td> <td style="padding: 5px;">PLO-15</td> <td style="padding: 5px;">PLO-24</td> </tr> <tr> <td style="padding: 5px;">PO-1</td> <td style="padding: 5px;"></td> <td style="padding: 5px;"></td> </tr> </table>				P.O	PLO-15	PLO-24	PO-1																																													
P.O	PLO-15	PLO-24																																																				
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 rowspan="2" style="padding: 5px;">P.O</td> <td colspan="16" style="padding: 5px;">Week</td> </tr> <tr> <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> </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	Conduct studies, provide understanding and skills in business fields such as marketing, production, finance, human resources, simple financial accounting, organization and management as well as business ethics in preparing business plans both based on talent and vocational skills possessed and based on industry trends. This lecture also discusses internal aspects of human resources in terms of concepts, mental attitudes, motivation and entrepreneurial thinking.																																																					
References	Main :																																																					
	1. Justin G. Longenecker, Carlos W. Moore, dan J. William Petty, 2001. Kewirausahaan Manajemen Usaha Kecil. Salemba Empat: JakartaTIM, 2016, Kewirausahaan, UNESA University Press																																																					
	Supporters:																																																					
Supporting lecturer	Dwi Fatrianto Suyatno, S.Kom., M.Kom. I Kadek Dwi Nuryana, S.T., M.Kom.																																																					
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 concept of entrepreneurship and identify entrepreneurial characteristics	<ol style="list-style-type: none"> 1.Explain the meaning of Introduction to entrepreneurship 2.Explaining the characteristics of entrepreneurship 3.Explain entrepreneurial goals 4.Explaining the development of entrepreneurial ideas 	<p>Criteria: answer in general the assessment instrument items</p> <p>Form of Assessment : Participatory Activities</p>	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	<p>Material: Concept of entrepreneurship</p> <p>References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i></p>	4%
2	Understand the concept of SWOT yourself for entrepreneurship	<ol style="list-style-type: none"> 1.Explaining SWOT Analysis 2.Explaining Motivation Theory 3.Explaining leadership theory 	<p>Form of Assessment : Participatory Activities</p>	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	<p>Material: Concept of business analysis with SWOT</p> <p>References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i></p>	5%
3	Understanding entrepreneurial design thinking	Designing an entrepreneurial way of thinking	<p>Form of Assessment : Participatory Activities</p>	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	<p>Material: Concept of thinking as an entrepreneur</p> <p>References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i></p>	4%
4	Creating branding	Explains the principles and steps for creating branding	<p>Form of Assessment : Participatory Activities</p>	Presentation, group discussion and reflection 3 X 50	Presentation, group discussion and reflection 3 X 50	<p>Material: Creation of business branding</p> <p>References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurial Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i></p>	5%

5	Using business skills in entrepreneurship	1.Explain marketing Skills 2.Explain management and organizational skills	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Marketing skills and management and organizational skills References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	5%
6	Using business skills in entrepreneurship	1.Explaining Business Financial Reports 2.Explain business financial ratios	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Business Financial Reports and business financial ratios References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	4%
7	Use the internet to search for industry information around you	Explaining Industry in entrepreneurship Can explain various examples of industry	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Industry in entrepreneurship and various industrial examples References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	4%
8	Using the internet to capture business opportunities	Explaining. Future industry trends	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Future industry trends Bibliography: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurial Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	4%
9	UTS		Form of Assessment : Practice / Performance	UTS 2 X 50	UTS 2 X 50	Material: UTS Library:	0%

10	Analyze sources of funds for entrepreneurship	<ol style="list-style-type: none"> 1.Explaining skills in obtaining funds 2.Explain the importance of skills in obtaining funds 	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Skills in obtaining funds and the importance of skills in obtaining funds References: Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. <i>Entrepreneurship Management of Small Businesses.</i> Salemba Empat: JakartaTIM, 2016, <i>Entrepreneurship,</i> UNESA University Press	5%
11	Understand how to obtain funds to start a business (startup)	<ol style="list-style-type: none"> 1.Explains the steps to obtain funds for novice entrepreneurs 2.Explain the source of funds from banking 	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Steps to obtain funding for budding entrepreneurs and sources of funding from banking. Reference: Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. <i>Entrepreneurship Management of Small Businesses.</i> Salemba Empat: JakartaTIM, 2016, <i>Entrepreneurship,</i> UNESA University Press	4%
12	Determine the type of business that suits your talents and skills	<ol style="list-style-type: none"> 1.Can explain Entrepreneurship 2.Can explain determining entrepreneurship's field of expertise 	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Entrepreneurship and Determining entrepreneurial areas of expertise References: Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. <i>Entrepreneurship Management of Small Businesses.</i> Salemba Empat: JakartaTIM, 2016, <i>Entrepreneurship,</i> UNESA University Press	5%
13	Determine the type of business that best suits your talents and skills	Can explain how to find out which business suits your own skills and talents	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: How to find out which business suits your own skills and talents. Reference: Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. <i>Entrepreneurship, Small Business Management.</i> Salemba Empat: JakartaTIM, 2016, <i>Entrepreneurship,</i> UNESA University Press	5%

14	Able to prepare a business plan	1.Can explain the importance of a business plan 2.Can explain the elements of a business plan	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: The importance of business plans and elements of business plans References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	5%
15	Able to prepare a business plan for yourself/group	1.Can explain the Business Plan Format 2.Can explain the feasibility analysis of a business plan	Form of Assessment : Participatory Activities	Presentation, group discussion and reflection 2 X 50	Presentation, group discussion and reflection 2 X 50	Material: Business Plan Format and Business Plan Feasibility Analysis References: <i>Justin G. Longenecker, Carlos W. Moore, and J. William Petty, 2001. Entrepreneurship Management of Small Businesses. Salemba Empat: JakartaTIM, 2016, Entrepreneurship, UNESA University Press</i>	5%
16	UAS		Form of Assessment : Practice / Performance	UAS	UAS	Material: UAS Literature:	20%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	64%
2.	Practice / Performance	20%
		84%

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** 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.
- 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.

