



<b>Short Course Description</b>	This course provides students with an understanding of the concepts and practices of entrepreneurship, entrepreneurship and techpreneurship so that they can develop an entrepreneurial spirit, improve their ability to motivate themselves, read and take advantage of business opportunities, create services, production, marketing, partnerships and business management, and are able to improve their skills. problem solving in business. Lectures are carried out using a system of discussions, project assignments and reflection.						
<b>References</b>	<b>Main :</b>		<ol style="list-style-type: none"> <li>1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya</li> <li>2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya</li> <li>3. RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</li> <li>4. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga</li> <li>5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat.</li> <li>6. Osterwalder,Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.ElexMedia Komputindo, Jakarta.</li> <li>7. PedomanPKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti:Jakarta</li> </ol>				
	<b>Supporters:</b>						
			1. Osterwalder,Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.ElexMedia Komputindo, Jakarta.				
<b>Supporting lecturer</b>	Dr. Dewanto, M.Pd. Muamar Zainul Arif, S.Pd., M.Pd. Bima Anggana Widhiarta Putra, 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	Describe the basic concepts of entrepreneurship	<ol style="list-style-type: none"> <li>1.Explain the meaning of the concept of entrepreneurship</li> <li>2. Identifying the mental attitude and character of entrepreneurs</li> <li>3.Explain the types of entrepreneurship</li> </ol>	<b>Criteria:</b> A, B, and C  <b>Form of Assessment :</b> Participatory Activities, Portfolio Assessment	Lectures, discussions, assignments 2 X 50		<b>Material:</b> Basic Concepts of Entrepreneurship <b>Reference:</b> Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya  <b>Material:</b> Mental attitude and entrepreneurial character <b>Reference:</b> Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga  <b>Material:</b> Types of entrepreneurship <b>Reference:</b> Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.	4%
2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> <li>1. Able to create dreams for himself</li> <li>2. Able to determine how to achieve that dream</li> <li>3. Combining dreams with the reality of community needs</li> <li>4. Formulate what you want in your career for yourself.</li> </ol>	<b>Criteria:</b> A B C  <b>Form of Assessment :</b> Participatory Activities	Scientific 2 X 50		<b>Material:</b> Able to create one's own dreams <b>Reference:</b> Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga  <b>Material:</b> Combining dreams with the reality of community needs <b>Reference:</b> 2016 PKM Guidelines. Directorate general of Learning and Student Affairs. Ministry of Research, Technology and Higher Education: Jakarta	5%

3	Read business opportunities and business ideas	<ol style="list-style-type: none"> <li>1.Explain business opportunities and ideas</li> <li>2.Developing business ideas</li> <li>3.Find</li> <li>4.Analyze</li> <li>5.Decide</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		<b>Material:</b> Business ideas <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
4	Understand business ethics	<ol style="list-style-type: none"> <li>1.Distinguish between ethical business and unethical business</li> <li>2.Explain the rights and obligations of entrepreneurs</li> <li>3.Explain the various types of business permits</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Discussion and questions and answers 2 X 50		<b>Material:</b> ethical business and unethical business <b>Reader:</b> <i>Robert T Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	5%
5	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Discussion and questions and answers 2 X 50		<b>Material:</b> business plan <b>References:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
6	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Discussion and questions and answers 2 X 50		<b>Material:</b> understanding a business plan <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> <li>1.Explaining Segmenting Targeting Positioning (STP)</li> <li>2.Explain customer value</li> <li>3.Explaining the Marketing Mix</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Hands-on learning and 2 X 50 assignments		<b>Material:</b> Segmenting Targeting Positioning (STP) <b>References:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
8	MIDDLE SEMESTER EXAMINATION (UTS)		<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	2 X 50			10%
9	Explain the production plan in a business	<ol style="list-style-type: none"> <li>1.Explain how to make it</li> <li>2.Identify material needs and how to obtain them</li> <li>3.Identify the machines/equipment needed</li> <li>4.Determine production targets</li> <li>5.Calculate the cost of production</li> </ol>	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		<b>Material:</b> production targets <b>References:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
10	Planning Human Resources in a business	<ol style="list-style-type: none"> <li>1.Identify workforce needs</li> <li>2.Identify the skills needed</li> <li>3.Determine working hours</li> <li>4.Designing a compensation system (salary, wages, incentives)</li> <li>5.Arrange personnel arrangements</li> </ol>	<b>Form of Assessment :</b> Participatory Activities	Cooperative learning Problem based learning 2 X 50		<b>Material:</b> labor needs <b>References:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%

11	Planning finances in a business	1. Identify needs and sources of funds 2. Develop a cash flow plan 3. Prepare a financial report plan (Balance Sheet and Profit and Loss)	<b>Form of Assessment :</b> Portfolio Assessment	Hands-on learning and 2 X 50 assignments		<b>Material:</b> needs and sources of funds <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
12	Drawing up a business plan	Applicable business plan	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Direct learning 2 X 50		<b>Material:</b> Applicable business plan <b>References:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
13	Business plan presentation	Business plan presentation	<b>Criteria:</b> Oral <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Discussion 2 X 50		<b>Material:</b> Business plan presentation <b>Reference:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
14	Business plan presentation	Able to present a business plan	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Discussion 2 X 50		<b>Material:</b> Business plan presentation <b>Reference:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
15	Business plan presentation	Business plan presentation	<b>Form of Assessment :</b> Project Results Assessment / Product Assessment	2 X 50		<b>Material:</b> Presentation of the business plan <b>References:</b> <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%
16	Final exams		<b>Forms of Assessment :</b> Project Results Assessment / Product Assessment, Portfolio Assessment, Practice / Performance	2 X 50			20%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	12%
2.	Project Results Assessment / Product Assessment	66.67%
3.	Portfolio Assessment	13.67%
4.	Practice / Performance	6.67%
		99.01%

#### 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** 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.
  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.