



**Universitas Negeri Surabaya
Faculty of Engineering,
Mechanical Engineering Undergraduate Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																	
Entrepreneurship	2120102102	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	5	October 3, 2022																																	
AUTHORIZATION		SP Developer	Course Cluster Coordinator	Study Program Coordinator																																		
		Bellina Yunitasari, S.Si., M.Si.	Bellina Yunitasari, S.Si., M.Si.	Ir. Priyo Heru Adiwibowo, S.T., M.T.																																		
Learning model	Project Based Learning																																					
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																					
	PLO-5	Work independently and in groups																																				
	PLO-14	Science and engineering knowledge																																				
	Program Objectives (PO)																																					
	PLO-PO Matrix																																					
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P.O	PLO-5	PLO-14																																				
	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="width: 10%;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td style="width: 5%;">1</td> <td style="width: 5%;">2</td> <td style="width: 5%;">3</td> <td style="width: 5%;">4</td> <td style="width: 5%;">5</td> <td style="width: 5%;">6</td> <td style="width: 5%;">7</td> <td style="width: 5%;">8</td> <td style="width: 5%;">9</td> <td style="width: 5%;">10</td> <td style="width: 5%;">11</td> <td style="width: 5%;">12</td> <td style="width: 5%;">13</td> <td style="width: 5%;">14</td> <td style="width: 5%;">15</td> <td style="width: 5%;">16</td> </tr> </table>					P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
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Short Course Description	This course discusses the concepts and practices of entrepreneurship, entrepreneurship and techopreneurship in order to develop an entrepreneurial spirit, which includes the ability to motivate oneself to be able to seize business opportunities, create services, production, marketing, partnerships and management, as well as being able to improve problem solving skills in business. Lectures are carried out using a system of discussions, project assignments and reflection.																																					
References	Main :																																					
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya 2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN. 4. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga 5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat. 6. Osterwalder,Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.ElexMedia Komputindo, Jakarta. 7. MICHAEL LAVERTY,ENTREPRENEURSHIP. OPENSTAX 																																					
	Supporters:																																					
	1. PedomanPKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti.Jakarta																																					
Supporting lecturer	Bellina Yunitasari, S.Si., M.Si. Hanna Zakiyya, S.T., M.T.																																					
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	Understanding The Entrepreneurial Perspective	<p>1. Define entrepreneur and entrepreneurship Describe types of entrepreneurial careers and lifestyles Understand entrepreneurs as problem solvers Explain current factors driving the growth of entrepreneurship Compare differences in entrepreneurial opportunities around the globe</p> <p>2. Define an entrepreneurial vision Develop a vision statement</p> <p>3. Explain what it means to have an entrepreneurial mindset. Describe what is meant by entrepreneurial spirit or passion</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Participatory Activities, Tests</p>	Lectures, Discussions, Questions and Answers, Assignments 2 X 50	Lectures, Discussions, Questions and Answers, Assignments 2 X 50	<p>Material: 1 The Entrepreneurial Perspective Introduction 1.1 Entrepreneurship Today 1.2 Entrepreneurial Vision and Goals 1.3 The Entrepreneurial Mindset</p> <p>Bibliography: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%
2	Understanding The Entrepreneurial Journey and Pathways	<p>1. Explain the entrepreneurial journey to explore and discover entrepreneurship as a career choice Identify the steps, decisions, and actions involved in the entrepreneurial journey Recognize the rewards and risks of the steps in the entrepreneurial journey</p> <p>2. Describe the evolution of entrepreneurship through American historical periods Understand the nine stages of the entrepreneurial life cycle</p> <p>3. Understand how venture opportunities present different pathways to entrepreneurship Describe methods for finding your personal path to entrepreneurship</p> <p>4. Identify common frameworks used to shape an entrepreneurial venture Compare how some frameworks better fit certain venture types Define an action plan and identify tools available for creating an action plan Describe some common types of entrepreneurs</p>	<p>Criteria: According to the Assessment rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 2 The Entrepreneurial Journey and Pathways Introduction 2.1 Overview of the Entrepreneurial Journey 2.2 The Process of Becoming an Entrepreneur 2.3 Entrepreneurial Pathways 2.4 Frameworks to Inform Your Entrepreneurial Path</p> <p>Reader: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%

3	The Ethical and Social Responsibilities of Entrepreneurs	<p>1. Develop the ability to identify ethical and legal issues Develop an approach to resolve ethical/legal dilemmas once identified</p> <p>2. Define and describe corporate social responsibility (CSR) and social entrepreneurship Identify types of social entrepreneurship ventures, and the key values accompanying them</p> <p>3. Describe workplace challenges in an entrepreneurial culture Distinguish between reactive and proactive approaches to managing ethics Describe the foundations and framework of an organizational culture of ethical excellence Define the components of an ethical workplace</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions	<p>Material: 3 The Ethical and Social Responsibilities of Entrepreneurs Introduction 3.1 Ethical and Legal Issues in Entrepreneurship 3.2 Corporate Social Responsibility and Social Entrepreneurship 3.3 Developing a Workplace Culture of Ethical Excellence and Accountability</p> <p>Reference: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	10%
4	Understanding The Creativity, Innovation, and Invention	<p>1. Describe popular, well-supported, creative problem-solving methods Understand which innovation or problem-solving methods apply best in different settings Know where to look for emerging innovation practices, research, and tools</p> <p>2. Distinguish between creativity, innovation, and invention Explain the difference between pioneering and incremental innovation, and which processes are best suited to each</p> <p>3. Describe and apply the five stages of creativity Discuss innovation as a system for problem solving and much more Outline the sequence of steps in developing an invention</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Participatory Activities, Tests</p>	Lectures, Observations, Assignments, Discussions 2 x 50	Lectures, Observations, Assignments, Discussions 2 x 50	<p>Material: 4 Creativity, Innovation, and Invention Introduction 4.1 Tools for Creativity and Innovation 4.2 Creativity, Innovation, and Invention: How They Differ 4.3 Developing Ideas, Innovations, and Inventions</p> <p>Library: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%

5	Identifying Entrepreneurial Opportunities	<p>1. Define entrepreneurial opportunity Discuss Joseph Schumpeter's theories of opportunity Identify key drivers of opportunity</p> <p>2. Describe opportunity screening Identify common sources of research data Explain how to research and verify business opportunities Identify industry and consumer sources of opportunities</p> <p>3. Understand the elements of a competitive analysis Describe tools you can use to refine and focus your planning (three circles, SWOT, PEST) Recognize social media's role in saving time and money on research Understand how a business model helps determine the feasibility of an opportunity</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Participatory Activities</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 5 Identifying Entrepreneurial Opportunity Introduction 5.1 Entrepreneurial Opportunity 5.2 Researching Potential Business Opportunities 5.3 Competitive Analysis Bibliography: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%
6	Problem Solving and Need Recognition Techniques	<p>1. Define problem solving in the context of entrepreneurship Describe and compare the adaptive model and the innovative model of problem solving Identify the skills entrepreneurs need for effective problem solving Identify types of problem solvers</p> <p>2. Describe the five steps in the creative problem-solving process. Identify and describe common creative problem-solving tools</p> <p>3. Explain the design thinking process Discuss some design thinking tools</p> <p>4. Discuss the lean process methodology Understand the phases of the lean problem-solving process.</p>	<p>Criteria: According to the Assessment rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 6 Problem Solving and Need Recognition Techniques Introduction 6.1 Problem Solving to Find Entrepreneurial Solutions 6.2 Creative Problem-Solving Process 6.3 Design Thinking 6.4 Lean Processes Library: MICHAEL LAVERTY, ENREPRENEURSHIP. OPENSTAX</p>	10%

7	Telling Your Entrepreneurial Story and Pitching the Idea	<p>1. Clarify the vision statement, mission statement, and goals for your enterprise Define and develop a problem-solution narrative that is compelling Define and develop a value proposition that is credible and appealing to customers and investors</p> <p>2. Identify the importance of telling your own story. Describe the advantages and disadvantages of using stories to build a startup</p> <p>3. Understand the various audiences an entrepreneur may pitch to and how the pitch goals vary for each Define and develop the key elements of a pitch Describe a pitch deck and pitfalls to avoid Create and create an elevator pitch</p> <p>4. Understand why you need to protect your ideas Describe both legal and unconventional tools to keep your ideas safe Understand the importance of feedback and how to manage and use it</p> <p>5. Identify resources for locating contests and competitions Understand the opportunities and realities of contests and competitions</p>	<p>Criteria: According to the Assessment Rubric</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 7 Telling Your Entrepreneurial Story and Pitching the Idea Introduction 7.1 Clarifying Your Vision, Mission, and Goals 7.2 Sharing Your Entrepreneurial Story 7.3 Developing Pitches for Various Audiences and Goals 7.4 Protecting Your Idea and Polishing the Pitch through Feedback 7.5 Reality Check: Contests and Competitions Reader: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	10%
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8	Understanding The Entrepreneurial Marketing and Sales	<p>1.Distinguish between traditional marketing and entrepreneurial marketing Describe the seven elements of the marketing mix</p> <p>2.Distinguish between primary and secondary market research Define a research goal and the importance of research design Understand how to choose a sample, and collect and analyze data Identify common sources for secondary market research Understand how to identify the target market within the total available market and serviceable available market</p> <p>3.Describe effective entrepreneurial marketing techniques (guerilla, relationship, expeditionary, real-time, viral, digital, word-of-mouth) Discuss the pros and cons of these marketing techniques</p> <p>4.Understand the importance of customer-focused branding Explain the steps in defining and developing a brand Describe the benefits of brand advocacy</p> <p>5.Distinguish between a marketing strategy, a marketing plan, and a pitch Describe the elements of a marketing plan</p> <p>6.Explain the importance of sales strategy and provide an example Explain the importance of customer service</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions	<p>Material: 8 Entrepreneurial Marketing and Sales Introduction 8.1 Entrepreneurial Marketing and the Marketing Mix 8.2 Market Research, Market Opportunity Recognition, and Target Market 8.3 Marketing Techniques and Tools for Entrepreneurs 8.4 Entrepreneurial Branding 8.5 Marketing Strategy and the Marketing Plan 8.6 Sales and Customer Service</p> <p>References: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	10%
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9	Understanding The Entrepreneurial Finance and Accounting	<p>1.Distinguish between financing and accounting Describe common financing strategies for different stages of the company lifecycle: personal savings, personal loans, friends and family, crowdfunding, angel investors, venture capitalists, self-sustaining, private equity sales, and initial public offering Explain debt and equity financing and the advantages and disadvantages of each</p> <p>2.Identify funding strategies used by charitable organizations Describe financing opportunities available to startups Define bootstrapping Describe the advantages and disadvantages of bootstrapping</p> <p>3.Explain the accounting equation and define its parts (assets, liabilities, and equity) Define revenue, expenses, and income</p> <p>4.Understand the three primary financial statements: balance sheet, income statement, and statement of cash flows Understand how financial projections are made and how to use the run rate and the burn rate Understand how to create a break-even analysis</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: Entrepreneurial Finance and Accounting Introduction 9.1 Overview of Entrepreneurial Finance and Accounting Strategies 9.2 Special Funding Strategies 9.3 Accounting Basics for Entrepreneurs 9.4 Developing Startup Financial Statements and Projections</p> <p>Reader: MICHAEL LAVERTY, ENREPRENEURSHIP. OPENSTAX</p>	5%
10	Launch for Growth to Success	<p>1.Describe how businesses use lean startup principles to develop products and test markets Identify how the build-measure-learn method helps companies understand what potential customers want in a product Determine what a minimum viable product (MVP) is and explain why companies don't need to have a perfect product to launch Explain why companies need to learn to</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Participatory Activities, Tests</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 10 Launch for Growth to Success Introduction 10.1 Launching the Imperfect Business: Lean Startup 10.2 Why Early Failure Can Lead to Success Later 10.3 The Challenging Truth about Business Ownership 10.4 Managing, Following, and Adjusting the Initial Plan 10.5 Growth: Signs, Pains, and Cautions</p> <p>Reader: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%

		<p>construct a lean pitch to investors and potential customers</p> <p>Explain what pivoting is and when it is necessary for companies to undertake</p> <p>2.Determine several reasons for business failure and explore strategies to overcome them</p> <p>Understand the root of fear of failure Learn to spot signs of fear of failure and take steps to overcome it</p> <p>3.Explain the pros and cons of business ownership before you launch</p> <p>Understand current trends in entrepreneurship in the US</p> <p>Determine the challenges women face in entrepreneurship and what resources they can use to overcome them</p> <p>Determine the challenges minority entrepreneurs face and resources available for them</p> <p>4.Explain the difference between a business plan and a lean plan</p> <p>Know how to develop a lean plan quickly and accurately</p> <p>Run the build-measure-learn loop</p> <p>5.Determine the life cycle of a business Identify strategies to manage the main needs of each life cycle stage</p> <p>Explain how businesses grow and adapt to changes in their cycles</p>				
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11	Understanding The Business Model and Plan	<p>1.Understand the importance of planning Understand the concepts of product and service innovation, and define and understand key business models Describe and be able to construct a value proposition for a new business idea (product or service)</p> <p>2.Define a business model and its purpose Describe a business model canvas Describe a lean model canvas Describe a social business model canvas</p> <p>3.Describe the purpose of a feasibility analysis Describe and develop the parts of a feasibility analysis Understand how to apply feasibility outcomes to a new venture</p> <p>4.Describe the different purposes of a business plan Describe and develop the components of a brief business plan Describe and develop the components of a full business plan</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Participatory Activities</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 11 Business Model and Plan Introduction 11.1 Avoiding the "Field of Dreams" Approach 11.2 Designing the Business Model 11.3 Conducting a Feasibility Analysis 11.4 The Business Plan</p> <p>Bibliography: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%
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12	Building Networks and Foundations	<p>1. Define networking and describe its role in entrepreneurship Describe networking opportunities Describe local and trade organization networking opportunities Identify non-profit and governmental agencies offering networking opportunities</p> <p>2. Understand key resource needs for entrepreneurial ventures: accountant, attorney, banker/financial institution, insurance agent, and industry expert Understand the value of developing a cross-functional team</p> <p>3. Identify the major areas of operations management (money, methods, machines, people, and leadership) Develop a checklist of operational needs</p>	<p>Criteria: According to the Assessment Rubric</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Material: 12 Building Networks and Foundations Introduction 12.1 Building and Connecting to Networks 12.2 Building the Entrepreneurial Dream Team 12.3 Designing a Startup Operational Plan Bibliography: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%
13	Understanding The Business Structure Options: Legal, Tax, and Risk Issues	<p>1. Understand why a business's purpose is an important role in the initial business structure decision Identify major types of business structures (corporation, LLC, partnership, sole proprietorship, joint venture) Distinguish between for-profit and not-for-profit purposes and structures</p> <p>2. Distinguish between C Corporations, S Corporations, and B Corporations Distinguish between privately and publicly held corporations Explain how corporations are taxed</p> <p>3. Describe the ownership structure of a partnership Describe the ownership structure of a joint venture Summarize the advantages and disadvantages of partnership and</p>	<p>Criteria: According to the Assessment Rubric</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Material: 13 Business Structure Options: Legal, Tax, and Risk Issues Introduction 13.1 Business Structures: Overview of Legal and Tax Considerations 13.2 Corporations 13.3 Partnerships and Joint Ventures 13.4 Limited Liability Companies 13.5 Sole Proprietorships 13.6 Additional Considerations: Capital Acquisition, Business Domicile, and Technology 13.7 Mitigating and Managing Risks Reference: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	10%

		<p>joint venture structures</p> <p>4. Describe the ownership structure of a limited liability company Explain how limited liability companies are taxed Summarize the advantages and disadvantages of the limited liability company structure</p> <p>5. Describe the ownership structure of a sole proprietorship Explain the advantages and disadvantages of operating as a sole proprietor</p> <p>6. Describe the capital acquisition opportunities available to different types of business structures Explain how the advantages and disadvantages of where a business is registered should inform the decision of where to create a business domicile Understand the role technology considerations may play in selecting a business structure</p> <p>7. Explain Enterprise Risk Management and how a company uses it Describe litigation and financial risks Describe common insurance needs</p>				
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14	Having Fundamentals of Resource Planning	<p>1.Distinguish between tangible and intangible resources Determine the venture's tangible and intangible resource needs and how to attain them Describe the various funding resources available to entrepreneurs and discuss the pros and cons of each</p> <p>2.Describe the components of the PEST framework (political, economic, sociocultural, and technological factors) Apply the PEST framework to assess resource needs Understand how to assess typical resource costs at startup</p> <p>3.Explain how resource dependence theory helps a venture grow Understand typical resource needs through the life cycle Describe the basic steps in securing human resources Understand the importance of educational and personal resources to the entrepreneur</p>	<p>Criteria: According to the Assessment Rubric</p> <p>Form of Assessment : Test</p>	Lectures, Observations, Assignments, Discussions 2 X 50	Lectures, Observations, Assignments, Discussions 2 X 50	<p>Material: 14 Fundamentals of Resource Planning Introduction 14.1 Types of Resources 14.2 Using the PEST Framework to Assess Resource Needs 14.3 Managing Resources over the Venture Life Cycle</p> <p>Bibliography: MICHAEL LAVERTY, ENREPRENEURSHIP. OPENSTAX</p>	10%
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15	Do The Next Steps	<p>1.Explain the importance of creating and discussing the vision statement Determine the documents necessary for managing risks Describe company culture and the purpose of a code of conduct Summarize how to outline and schedule the operational steps of the launch</p> <p>2.Recognize that cognitive biases can sabotage the success of the venture Identify key problem indicators Distinguish the emotional components involved in difficult decisions</p> <p>3.Identify sources for assistance Explain the benefits provided through seeking assistance Compare tools to assist in deciding what advice to follow</p>	<p>Criteria: According to the Assessment Rubric</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Lectures, Observations, Assignments, Discussions</p>	<p>Material: 15 Next Steps Introduction 15.1 Launching Your Venture 15.2 Making Difficult Business Decisions in Response to Challenges 15.3 Seeking Help or Support Bibliography: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%
16	Do The Next Steps	<p>1.Evaluate potential next steps after exiting the venture Explain the roles of mentors, consultants, and champions</p> <p>2.Examine the value of journaling and reflection Experiment with reflection as a daily habit</p>	<p>Criteria: According to the Assessment Rubric</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Lectures, Observations, Assignments, Discussions 2 X 50</p>	<p>Material: 15.4 Now What? Serving as a Mentor, Consultant, or Champion 15.5 Reflections: Documenting the Journey Reader: MICHAEL LAVERTY, ENTREPRENEURSHIP. OPENSTAX</p>	5%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	17.5%
2.	Test	57.5%
		75%

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.

