



**Universitas Negeri Surabaya
Faculty of Languages and Arts
Bachelor of Music Arts Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
ENTREPRENEURSHIP	9122102110		T=2	P=0	ECTS=3.18	4	July 18, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
			Agus Suwahyono, S.Sn., M.Pd.	

Learning model	Project Based Learning
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Program Learning Outcomes (PLO)	PLO study program that is charged to the course																
	PLO-5	Able to apply music principles and theory through designing and implementing musical activities															
	PLO-13	Mastering the concept of the characteristics of musical development through designing and implementing musical activities															
	PLO-28	Internalize the spirit of independence, struggle and entrepreneurship															
	PLO-36	Able to carry out a self-evaluation process for work groups under his/her responsibility, and able to manage learning independently															
	Program Objectives (PO)																
	PO - 1	Able to be responsible for conducting evaluations, developing entrepreneurship independently															
	PO - 2	Able to evaluate entrepreneurship in accordance with the appropriate evaluation model. Able to develop entrepreneurship with an entrepreneurship development model															
	PO - 3	Able to analyze evaluation results and develop entrepreneurship based on the analysis results by utilizing various sources, science and technology-based media contextually															
	PO - 4	Able to prepare reports on evaluation results and entrepreneurship development															
	PLO-PO Matrix																
		P.O	PLO-5	PLO-13	PLO-28	PLO-36											
		PO-1															
		PO-2															
		PO-3															
	PO-4																
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
	PO-1																
	PO-2																
	PO-3																
	PO-4																

Short Course Description	Understanding of concepts and theories of entrepreneurship to develop creative ideas in the form of business plans in business fields related to the world of performing arts.
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References	<p>Main :</p> <ol style="list-style-type: none"> 1. Hariyono, Cipto, dkk. 2000. Kewirausahaan . Surabaya : University Press. 2. Rhenald Kasali, 2010. Wirausaha Muda Mandiri, Ketika Anak Sekolah Berbisnis. 3. Kiyosaki, Robert K. 2010. The Casflow Kuadrant Panduan Ayah Kaya Menuju Kebebasan Finansial . 4. Suryana. 2003. Kewirausahaan , Jakarta : Salemba Empat. 5. Subagya,Heru. 2000. Perencanaan Organisasi dan Bidang Kerja Usaha Kecil . Surabaya : Kadin Jatim. 6. Shahputra. 2000. Prospek Peluang Usaha dalam Menghadapi Persaingan Global . Surabaya : Kadin Jatim.
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	Supporters:						
Supporting lecturer	Harpang Yudha Karyawanto, 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	Able to explain the meaning of entrepreneurship and the background to the entrepreneurship course	Students are able to explain the meaning of entrepreneurship from various expert opinions Students are able to describe the background of the Entrepreneurship course	Criteria: 1.- Students are able to explain the two definitions of entrepreneurship according to expert opinion and according to their own opinion well. 2.- Students are able to describe the background of the entrepreneurship course well. Form of Assessment : Participatory Activities	Lecture and Discussion method 2 X 50		Material: Basics of Entrepreneurship Reference: <i>Hariyono, Cipto, et al. 2000. Entrepreneurship. Surabaya: University Press.</i>	5%
2	Able to describe the characteristics and traits of entrepreneurship	Students are able to describe the Characteristics and Attributes of Entrepreneurship	Criteria: 1.- Students are able to explain the characteristics of entrepreneurship according to experts' opinions well 2.- Students are able to explain the characteristics of entrepreneurship well. Form of Assessment : Participatory Activities	Lectures and Discussions 2 X 50		Material: Business Concepts Library: <i>Hariyono, Cipto, et al. 2000. Entrepreneurship. Surabaya: University Press.</i>	5%
3	Able to describe the characteristics and traits of entrepreneurship	Students are able to describe the Characteristics and Attributes of Entrepreneurship	Criteria: 1.- Students are able to explain the characteristics of entrepreneurship according to experts' opinions well 2.- Students are able to explain the characteristics of entrepreneurship well. Form of Assessment : Participatory Activities	Lectures and Discussions 4 X 50			5%
4	Identifying Business Type Selection	Students are able to identify business type choices	Criteria: 1.- Students are able to mention 9 out of 11 considerations in choosing the type of business field well. 2.- Students are able to choose 2 alternative business fields that are well developed. 3.- Students are able to explain the reasons for choosing these two fields well. Form of Assessment : Participatory Activities	- Selection of Business Type 2 X 50		Material: Business Concepts Library: <i>Hariyono, Cipto, et al. 2000. Entrepreneurship. Surabaya: University Press.</i>	4%

5	Able to carry out a SWOT analysis of a particular business sector or entrepreneurship related to the arts sector	Students are able to carry out a SWOT analysis of a particular business field or entrepreneurship related to the field being observed: SWOT analysis includes strengths, weaknesses, opportunities and threats in the business field being observed.	<p>Criteria:</p> <ol style="list-style-type: none"> 1.- Students are able to analyze the SWOT of a business field well 2.- Students are able to choose and observe the business world appropriately according to their field 3.- Students are able to prepare reports well <p>Form of Assessment : Participatory Activities</p>	- Lectures - Discussions - Observations of business actors in the arts sector - Prepare observation reports 2 X 50		<p>Material: SWOT Analysis Reader: Suryana. 2003. <i>Entrepreneurship, Jakarta: Salemba Empat.</i></p>	2%
6	Able to carry out a SWOT analysis of a particular business sector or entrepreneurship related to the arts sector	Students are able to carry out a SWOT analysis of a particular business field or entrepreneurship related to the field being observed: SWOT analysis includes strengths, weaknesses, opportunities and threats in the business field being observed.	<p>Criteria:</p> <ol style="list-style-type: none"> 1.- Students are able to analyze the SWOT of a business field well 2.- Students are able to choose and observe the business world appropriately according to their field 3.- Students are able to prepare reports well <p>Form of Assessment : Participatory Activities</p>	- Lectures - Discussions - Observations of business actors in the arts sector - Prepare observation reports 3 X 50		<p>Material: Business planning Reference: Shahputra. 2000. <i>Prospects for Business Opportunities in Facing Global Competition. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	2%
7	Able to carry out a SWOT analysis of a particular business sector or entrepreneurship related to the arts sector	Students are able to carry out a SWOT analysis of a particular business field or entrepreneurship related to the field being observed: SWOT analysis includes strengths, weaknesses, opportunities and threats in the business field being observed.	<p>Criteria:</p> <ol style="list-style-type: none"> 1.- Students are able to analyze the SWOT of a business field well 2.- Students are able to choose and observe the business world appropriately according to their field 3.- Students are able to prepare reports well <p>Form of Assessment : Participatory Activities</p>	- Lectures - Discussions - Observations of business actors in the arts sector - Prepare observation reports 3 X 50		<p>Material: Business planning Reference: Shahputra. 2000. <i>Prospects for Business Opportunities in Facing Global Competition. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	2%
8	Able to present the results of interviews with business people	Students are able to prepare reports on the results of interviews with business people. Students are able to present the results of interviews with business people	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Students are able to prepare reports from interviews with business people well 2. Students are able to present the results of interviews with business people smoothly 	- Presentation-Discussion 2 X 50		<p>Material: Business planning Reference: Shahputra. 2000. <i>Prospects for Business Opportunities in Facing Global Competition. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	20%
9	Able to present the results of interviews with business people	Students are able to prepare reports on the results of interviews with business people. Students are able to present the results of interviews with business people	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Students are able to prepare reports from interviews with business people well 2. Students are able to present the results of interviews with business people smoothly <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	- Presentation-Discussion 2 X 50		<p>Material: Business planning Reference: Subagya, Heru. 2000. <i>Organizational Planning and Small Business Work Fields. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	5%

10	Able to prepare business plan proposals	Students are able to prepare a Business Plan Proposal as a group	<p>Criteria: Able to prepare business plan proposals well</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50		<p>Material: Small business planning Reference: <i>Subagya, Heru. 2000. Organizational Planning and Small Business Work Fields. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	5%
11	Able to prepare business plan proposals	Students are able to prepare Business Plan Proposals as a group. Students are able to prepare products with dance nuances	<p>Criteria: 1. Able to prepare business plan proposals well 2. Able to prepare products that are sold well</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50			5%
12	Able to Present Business Plan Proposals	Students are able to present a business plan proposal	<p>Criteria: Able to Present Business Plan Proposals well</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	- Discussion- 2 X 50 Assignment		<p>Material: Small business planning Reference: <i>Subagya, Heru. 2000. Organizational Planning and Small Business Work Fields. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	5%
13	Able to Present Business Plan Proposals	Students are able to present a business plan proposal	<p>Criteria: Able to Present Business Plan Proposals well</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	- Discussion- 2 X 50 Assignment		<p>Material: Small business planning Reader: <i>Suryana. 2003. Entrepreneurship, Jakarta: Salemba Empat.</i></p>	5%
14	Able to sell products resulting from the Business Plan Proposal (UAS) to the general public	Students are able to sell products resulting from their Business Plan Proposal (UAS) to the general public	<p>Criteria: Able to sell products resulting from the Business Plan Proposal (UAS) to the general public with maximum results</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	- Observations- 2 X 50 Interviews		<p>Material: Small business planning Reference: <i>Subagya, Heru. 2000. Organizational Planning and Small Business Work Fields. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	10%
15	Able to sell products resulting from the Business Plan Proposal (UAS) to the general public	Students are able to sell products resulting from their Business Plan Proposal (UAS) to the general public	<p>Criteria: Able to sell products resulting from the Business Plan Proposal (UAS) to the general public with maximum results</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	- Observations- 2 X 50 Interviews		<p>Material: Small business planning Reference: <i>Subagya, Heru. 2000. Organizational Planning and Small Business Work Fields. Surabaya: East Java Chamber of Commerce and Industry.</i></p>	10%

16	Able to sell products resulting from the Business Plan Proposal (UAS) to the general public	Students are able to sell products resulting from their Business Plan Proposal (UAS) to the general public	Criteria: Able to sell products resulting from the Business Plan Proposal (UAS) to the general public with maximum results Form of Assessment : Project Results Assessment / Product Assessment	- Observations- 2 X 50 Interviews		Material: Small business planning Reference: <i>Shahputra. 2000. Prospects for Business Opportunities in Facing Global Competition. Surabaya: East Java Chamber of Commerce and Industry.</i>	30%
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Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	47.5%
2.	Project Results Assessment / Product Assessment	52.5%
		100%

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.**