

Universitas Negeri Surabaya Faculty of Sports and Health Sciences, Undergraduate Nutrition Study Program

Document Code

UNESA		Ondergraduate Nation Study (10gram								
		SEM	IESTER LEA	RNING F	LAN					
Courses		CODE	Course F	amily	Credit Weight	SEMESTER	Compilation Date			
nutritional	entrepreneurship	1321102082	1321102082		T=2 P=0 ECTS=3.1	.8 5	July 18, 2024			
AUTHORIZ	ZATION	SP Developer	<u>.</u>	Cou	se Cluster Coordinator	Study Progra	am			
		Prof. Rita Isma	wati	Prof.	Rita Ismawati		ıhana, S.P., P.H.			
Learning model	Project Based L	roject Based Learning								
Program	PLO study pro	gram that is charged	to the course							
Learning Outcomes	S PLO-6	PLO-6 Able to utilize science and technology in self-development and solving nutritional problems.								
(PLO)	PLO-9	PLO-9 Able to have an attitude of belief in the Almighty God, be ethical, disciplined, aware of the law, have a social and cultural insight, and behave professionally.								
	PLO-11									
	Program Object	research, scientific literacy and publications. Program Objectives (PO)								
	PLO-PO Matrix		,							
		P.O	PLO-6 PLO	D-9 PI	.0-11					
	DO M									
	PO Matrix at th	e end of each learnin	y stage (Sub-PO)							
		P.O		W	eek					
		1 2								
						l I				
Short Course Description	finding entrepren a snack food bus	eurial opportunities, cho	osing a business form, pl and packaged food, pre	anning and orga	al processes, types and f nizing a packaged food bu s plan, business plan sem	isiness, planning	and organizing			
Reference	es Main:									
	 Suryana Nurlaela Alamsya Anonim. 	. 2003. Kewirausahaan: , Luthfiyah dan Rita Isma h, Yuyun. 2008. Bangkiti 2008. 22 Peluang Bisnis	Pedoman Praktis, Kiat da wati. 2005. Modul Kewira	n Proses Menuji ausahaan. FT Ur onal. Jakarta: P ⁻ idustry. Jakarta:	•	ba Empat.				
	Supporters:									
					ra hemat Energi sebagai roso, Kec. Pasirian Kab.					
Supportir lecturer	Prof. Dr. Rita Ism Noor Rohmah Ma	nawati, S.Pd., M.Kes. ayasari, Ph.D.								
Week-	Final abilities of each learning stage (Sub-PO)	Eval	luation	Lea Stud	Help Learning, Learning methods, Student Assignments, [Estimated time] Learni materia		Assessment Weight (%)			
	,	Indicator	Criteria & Form	Offline (Online (online)					
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)			
						•	•			

1	Able to study the basic concepts of entrepreneurship	1.Able to define the meaning of entrepreneurship. 2.Able to detail the characteristics of entrepreneurship. 3.Able to describe the challenges and entrepreneurial mental attitude that must be faced.	Criteria: Able to define the meaning of entrepreneurship according to the answer key. Able to detail the characteristics of entrepreneurship according to the answer key. Able to describe the challenges and entrepreneurial mental attitude that must be faced according to the answer key.	Presentation, discussion and questions and answers 2 X 50		0%
2	Able to detail the entrepreneurial process	a. Examining the factors that trigger entrepreneurship b. Developing an entrepreneurial process model. c. Details the important characteristics of the start-up and growth stages of entrepreneurship. d. Demonstrate steps towards entrepreneurial success. e. Analyze the factors that cause entrepreneurial success and failure.	Criteria: 1.a. Correctly examine the factors that trigger entrepreneurship according to the answer key 2.b. Develop an entrepreneurship process model correctly according to the answer key 3.c. Correctly detail the important characteristics of the start-up and growth stages of entrepreneurship according to the answer key 4.d. Show the steps towards entrepreneurial success correctly according to the answer key 5.e. Analyze the factors that cause success and failure in entrepreneurship correctly according to the answer key	Presentation 2 X 50		0%
3	Able to categorize types and fields of business	a. Categorize types of business b. Categorize the trading business sector. c. Categorize production business fields. d. Exploring the service business sector e. Details company responsibilities.	Criteria: 1.a. Categorize the types of business correctly according to the answer key 2.b. Categorize the trading business sector correctly according to the answer key 3.c. Categorize the production business sector correctly according to the answer key 4.d. Explore the service business sector correctly according to the answer key 5.e. Detail the company's responsibilities correctly according to the answer key	Presentations, discussions and questions and answers 2 X 50		0%

4	Have an understanding of strategies for finding entrepreneurial opportunities	1.Clarify the meaning of business opportunities 2.Categorize creativity and innovation. 3.Develop a strategy to find business opportunities.	Criteria: Able to clarify the meaning of business opportunities correctly according to the answer key. Able to categorize creativity and innovation correctly according to the answer key. Able to build strategies to find business opportunities correctly according to the answer key.	Presentations, discussions and questions and answers, assignments. 2 X 50	Material: Anna, CA. Energy efficient processing of coconut into cooking oil and blonde as an alternative during the cooking oil crisis and its economic potential for building colors in Gondosuroso Village, District. Pasirian District Lumajang. PKM Final Report. 2022 Reader:	0%
5	Analyze the choice of business form.	a. Clarify the meaning of business entity. b. Describe the legality of business entities c. Detailing business permits and other permits d. Describe the strategy for setting up a new business	Criteria: 1.a. Able to clarify the meaning of business entity correctly according to the answer key. 2.b. Able to explain the legality of business entities correctly according to the answer key. 3.c. Able to detail business permits and other permits correctly according to the answer key. 4.d. Able to correctly describe strategies for establishing a new business according to the answer key.	Presentations, discussions and questions and answers 2 X 50		0%
6	Able to understand the planning and implementation of a packaged food business	a. Chart planning for types of packaged food products b. Detailing various packaging materials c. Planning the selling price of packaged food d. Describe the procurement and storage of packaged food ingredients e. Categorizing the preparation and processing of packaged food f. Detailing distribution and marketing of packaged food	Criteria: 1.a. Able to correctly chart plans for types of packaged food products according to the answer key. 2.b. Able to detail various types of packaging materials correctly according to the answer key. 3.c. Able to plan the selling price of packaged food correctly according to the answer key. 4.d. Able to describe the procurement and storage of packaged food ingredients correctly according to the answer key. 5.e. Able to categorize the preparation and processing of packaged foods correctly according to the answer key. 5.f. Able to detail the distribution and marketing of packaged food correctly according to the answer key.	Presentations, discussions, questions and answers, assignments and exercises 2 X 50		0%

9	the planning and implementation of a snack food business.	ingredients for snack food entrepreneurs c. Planning the selling price of snacks d. Categorize purchasing and storing foodstuffs. e. Describe food production. f. Exemplifies food presentation and service.	1.a. Able to arrange a snack food menu correctly according to the answer key. 2.b. Able to plan food ingredients for snack food entrepreneurs correctly according to the answer key. 3.c. Able to plan the selling price of snack foods correctly according to the answer key. 4.d. Able to categorize the purchase and storage of food ingredients correctly according to the answer key. 5.e. Able to describe food production correctly according to the answer key. 6.f. Able to model food presentation and service correctly according to the answer key.	discussions, questions and answers, assignments and exercises. 2 X 50		00/
8	MIDTERM EXAM	MIDTERM EXAM	Criteria: MIDTERM EXAM	MID SEMESTER EXAMINATION 2 X 50		0%
9	Able to prepare a business plan (business plan)	a. Clarify the meaning of a business plan b. Detailing the benefits of the business plan c. Designing the stages of preparing a business plan d. Describe the format of a business plan e. Prepare a business plan e.	Criteria: 1.a. Able to clarify the meaning of a business plan correctly according to the answer key. 2.b. Able to detail the benefits of a business plan correctly according to the answer key. 3.c. Able to design the stages of preparing a business plan correctly according to the answer key. 4.d. Able to describe the format of a business plan correctly according to the answer key. 5.e. Able to prepare a business plan correctly according to the answer key. 5.e. Able to prepare a business plan correctly according to the answer key.	Presentations, discussions, questions and answers, assignments and exercises 2 X 50		0%
10	Able to present a business plan	Communicate the business plan	Criteria: Communicate the business plan properly and correctly	Discussion, consultation and presentation 2 X 50		0%
11	Prepare proposals for entrepreneurial degree activities	Able to prepare proposals for entrepreneurial degree activities	Criteria: Able to prepare entrepreneurial activity proposals properly and correctly according to SOP	Discussion, consultation and presentation 2 X 50		0%
12	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial activities (entrepreneurship degree)	Criteria: 1.Assessment Aspects 2.Criteria 3.Max Score 4.Mark 5.Business Planning (Business Plan) 6.1. Business ideas/creativity 7.2. Feasibility of the plan 8.3. Completeness of business plan components 9.4. Neatness	Practice 2 X 50		0%

İ	I	I	l 1055 : "	Ī	I	I
			10.5. Punctuality 11.20			
			12.Business			
			Implementation 13 Products and			
			services			
			14.1. Product quality			
			(taste, shape, packaging)			
			15.2. Product			
			presentation (appearance)			
			16.3. Service (speed			
			of service, attitude)			
			17.4. Neatness of the place (sanitary			
			hygiene)			
			18.30 19.Business			
			Implementation			
			20 Entrepreneurial			
			Attitude 21.1. Collaboration			
			22.Working to help			
			each other in one			
			group to complete the assigned			
			tasks. Helping			
			group members who have difficulty			
			completing work.			
			Showing an			
			attitude of mutual			
			willingness to share with friends			
			in one group. d.			
			Don't depend on other people to			
			complete tasks.			
			23.2. Discipline			
			24.a. Arrive at the sales stand on			
			time.			
			25.b. Bring all			
			equipment according to the			
			product being sold.			
			26.c. Complete assignments within			
			the time			
			determined by the			
			group leader. 27.d. Serve			
			customers quickly			
			and precisely.			
			28.e. Collect business plans on			
			time.			
			29.3. Responsibility 30.a. Carry out			
			tasks in			
			accordance with			
			standard operating procedures agreed			
			upon by the group			
			31.b. Complete tasks in			
			accordance with			
			standard			
			operational procedures agreed			
			upon by the group.			
			32.c. Record sales			
			results reports per day.			
			33.d. Check			
			cleanliness in the			
			sales stand environment			
			34.4. Initiative			
1			35.5. Creativity 36.30			
			37.Business			
			Reporting			
			38.Report Feasibility 39.Report			
			Completeness			
			40.Report Neatness			
13	Carrying out	Able to carry out	Criteria:	Dractico		0%
13	Carrying out entrepreneurial	Able to carry out entrepreneurial	Criteria:	Practice 2 X 50		U%0
1	I	I	I	I	I	I

(ormerpersusually organical contents of the co	practice	practices	1.Assessment	i	1
3. Alse Score 4. Many 5. Bossness Planning (Resimence Plan) 6. IdeasCreativity 7. 2. Penality of the Bottom Completeness of the statement plan own properties 19. A. Nearless	entrepreneurship	entrepreneurship			
4. Astanic S. Glasinicas Paraning (Statisticas Paran) (Statisticas Paran) (Statisticas Paran) (Statisticas Paran) (Statisticas Paran) (Statisticas Paran) (Statisticas Paraning Paranin	degree)	degree)	2.Criteria		
Guariness Paraning Guariness Paraning Guariness Paraning 6.1 insulations 7.2 Catability of the plant guariness plant guariness of the pla					
Guiness Plan) 6.1. Business M. Journels M. Journels M. Journels M. Journels Journ					
6.1. Rusiness ideas/creativy of the 8.2. Completeness of business plan congrueness 10.5. Punchalaly 11.20 12. Business 13. Products and services 14.1. Product quality (tasse, shape, tasse, tasse, shape, tasse, shape, tasse, shape, tasse, shape, tasse, tasse, shape, tasse, ta					
ideas/creativity of the flush of the control of the					
plan B. Compleieness of blastness plan 9.4. Neathers 10.5. Planchally 11.20 22. Implementation 13. Products and services. 24. An experimentation 13. Products and services. 24. An experimentation 13. Products and services. 24. An experimentation 25. Product presentation 26. Service (spend) 27. A. Neathers of services, statistics 27. A. Neathers of services, statistics 28. Services (spend) 29. Business of services, statistics 29. Working to help services. 29. Working to help services. 21. L. Collaboration 22. Working to help services and statistics. 21. Services (spend) group to complete the assigned tasks. Helping group to complete the sessioned tasks. Helping group help services. 29. Working to help services. 20. Despite services. 20. Despite services. 21. Service 24. A. Arme at the selves stand on 25. b. Bring all equipment 42. J. Arme at the selves stand on 25. b. Bring all equipment determined by the determined by the determined by the determined by the determined procedures and selves stand on 25. b. Bring all equipment second procedures assignments within the time determined by the determined by the determined procedures agreed upon by the equipment 12. J. Service 23. Responsibility 20. Services agreed upon by the equipment procedures agreed upon by the equipment tasks in accordations with separation procedures agreed upon by the equipment tasks in accordations with separation procedures agreed upon by the equipment p					
8.3. Completeness of brainness plan components (a) 10.5. Protection (b) 11.2. On the components (b) 11.2. On the components (c) 12. Experimental (c) 12. Experimental (c) 13. Product quality (c) 13. Product quality (c) 14. Product quality (c) 15. Product preventation (c) 15. Product (7.2. Feasibility of the		
of business plan components 9.4. Neatments 11.20 12. Business implementation 13. Feodorics and 14.1. Fridade quality (sase, shape, packaging) 15. Fridade quality (sase, shape, packaging) 15. Service (speed of service, satisdor) 17. Feodorics (speed of service, satisdor) 17. Feodorics (speed of service, satisdor) 17. Feodorics 19. Business 19					
Services 1.0.5. Penticularly 1.1.2. Examines Implementation 1.3. Products and services 1.4. Assist shapes packaging) 1.5.2. Product presentation 1.5. Service (pack packaging) 1.5. Service (pack presentation) 2.5. Enterpenentation 2.5. Enterpenentation 2.6. Enterpenentation 2.7. L. Collaboration 2.8. Workings to hole each other in one group to complete presentation 2.8. Service (pack presentation) 2.9. Service (pack presentation) 2.1. Service (pack presentation) 2.2. Service (pack presentation) 2.3. Service (pack presentation) 2.4. Arrive at the sales stand on 2.5. S. Discipline 2.4. A Arrive at the sales stand presentation 2.5. S. Discipline 2.5					
9.4. Neatheres 10.5. Functionality 11.20 1					
10.5. Purcutailly 11.20 patients 12. products and survives 14.1. Product quality (testis: shape, testis: shape, 15.2. Product presentation (appearance) 16.3. Servives (cented) 17.4. Neatness of the place (sanitary) logicano) 19. Business implementation 20. Enterpersentation 20. Enterpersentation 21. Avoidage 22. Avoidage to help each other in one group to complete the assigned took Helping who have difficulty completing the same with friends in one group. d. Don't depend on other propule in survives and the same and the same 24.4. Descriptine 24.4. Descriptine 24.4. Service at the sales stand on one stand the same and the sam			9.4 Neatness		
12. Business Implementation 13 Products and 14. I. Product quality (Laste, shape, packaging) 15.2. Product presentation 16.3. Service (opposed of service, attitude) 17.4. Neathers of the place (sharbay program) 19. Business Implementation 20 Entrepreneurial Attitude 21 Entrepreneurial Attitude 22. Working to believe each other in one group to complete the assagned tasks. I Holping work. Showing an attitude of mutual state of mutual sharbay with remote and attitude of mutual sharbay and attitude of mutual sharbay and attitude of mutual sharbay with remote attitude of mutual sharbay with remote attitude of mutual sharbay with remote and attitude of mutual sharbay with remote attitude of mutual sharbay with remote and attitude of mutual sharbay with remote attitude of mutual sharbay with remote attitude of mutual sharbay with remote and attitude of mutual sharbay with remote attitude of mutual sharbay with remote and attitude of mutual sharbay with remote attitude of mutual s					
implementation 13. Products and services 14.1. Proof coality continues and services 14.1. Proof of coality continues and services packaging) 15.2. Product presentation (apparament) 16.3. Service (speed of the place (sanitary hygiene) 17.4. Neathers of the place (sanitary hygiene) 18.20 17.4. Neathers of the place (sanitary hygiene) 18.30 19. Service (speed of the place (sanitary hygiene) 18.20 20. Europerenturial Artitude 21.1. Collaboration 22. Working to holp each other in one of the place of the place of the sanitary of the sent other in one of the sent other in one of the sanitary of the sanitary completing york. Sent of the sanitary of the sanitary of the sanitary of manual willingness to share with friends in one proup. d. Defence of mutual willingness to share with friends in one proup. d. Defence people in complete tasks. 23.2. Discipline 24.a. Artive at the sales sand on 25.b. Bring all equipment according to the product being sold. 26.c. Complete sanitary of the sanitary of the product being sold. 27.d. Serve cates and sufficient sanitary of the product being sold. 28.c. Complete sanitary and sanitary of the product being sold. 29.3. Responsibility 30.a. Carry out accordance with standard operating procedures agreed upon by the group. 31.b. Complete saccordance with standard operating procedures agreed upon by the group. 32.c. and the sanitary operation of the sanitary operations and procedures agreed upon by the group.					
13 Productus and services 14.1. Product quality (8856: 985pp. 15.2. Product presentation (sppearance) 16.3. Service (speed of service, attitude) 11. In place (sentary) hygiene) 18.30 19. Business Implamentation 20 Enryperieurist 21.1. Collaboration 22. Weeking to help each other in one group to complete the assigned group members who have difficulty competing work. Showing an attitude of mutual wellingness on an attitude of mutual wellingness on one proup. O. Don't depend on other people to commylea tasks. 22.2. Zonghane 24.2.2. Songhane 25.D. Bring all equipment seless stand on time. 25.D. Bring all equipment assignments within the time determined by the group sender. 27. Seless stand 28. Collect business plans on time. 29.3. Responsibility 30. 31. Seless stand 32. Seless stand 32. Seless stand 32. Seless stand 33. Responsibility 34. Seless stand 35. Seless stand 36. Seless sta					
services 14.1. Product quality (tastes, shape, 15.2. Employ presentation (appearance) 16.3. Service (speed of service, attitude) 11. Service (speed of service, attitude) 12. Service (speed of service, attitude) 13. 30 19. Studieses implementation 21. In Collaboration 22. Artitude 21.1. Collaboration 22. Artitude 21.1. Collaboration 22. Artitude 21.1. Sometime implementation 22. Artitude 21.1. Sometime implementation 22. Artitude 23. Sometime implementation 24. Artitude 25. Showing an substitution of the service implementation implementatio					
14.1. Product quality (taste, shape, pack-aping) 15.2. Product (apparaance) 16.3. Service (speed of service, attitude) 17.4. Neatness of the place (sinitary 18.30 19. Business Implementation 20. Entrepreneurial Autuce 21. Working to help each volume of the place of the place 12. Working to help each volume of the place of the place the assigned tasks. Helping grown members or own members or ow					
packaging) 15.2. Product presentation (appearance) capsed of service, attitude) 17.4. Neathers of the place (sanitary hygiene) 18.30 19. Business and the place (sanitary hygiene) 18.30 20. Emericanical Attitude 21.1. Collaboration 22. Working to help each other in one group to complete the assigned the standard or mutual willingness to standard or standard operating potocolarse agreed usaks in accordance with standard operating procedures agreed dusy.					
15.2. Product presentation (appearance) 16.3. Service (speed of service, stinded) 1 1 service, stinded) 1 2 service, stinded, service, stinded, stin					
presentation (appearance) 16.3 Service (speed of service, attouch) 17.4 Neatheress of the Committee of Service (speed of service, attouch) 18.30 19. Business Implementation 20. Emergenerurial Authorities 21. Working to help each other in one group to complete the assigned tasks. Helping group members own					
(appearance) 16.3. Service (speed of service, attitude) 17.4. Neuriers of the place (sentiary place) 18.30 19. Business Implementation 20. Entrepreneurial Antitude 21.1. Collaboration 22. Working to help signed tasks. Helping group members who have difficulty completing work. Showing an insular working signed tasks. Helping group members who have difficulty completing work. Showing an unual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 22.2. Ensemble tasks. 22.2. Ensemble tasks. 22.2. Ensemble tasks. 23.2. Ensemble tasks. 25.3. Enting all equipment according to the product being sold. 26.s. Complete tasks. 27.4. Serve customers quickly and precisely and precisely. 28.e. College and the signed sold and th					
of service, attitude) 17.4. Neatness of the place (saritary hygiene) 11.4. Neatness of the place (saritary hygiene) 11.5. Statistics 19. Business 19. Business 19. Business 19. Business 19. Limberation 22. Vorking to help each other in one group to complete the place of the plac			· · · · · · · · · · · · · · · · · · ·		
of service, attitude) 17.4. Nearless of the place (saintary hypigene) 18.20 19. Business 20. Enterpreneurial Attitude 21.1. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helping group members with brawel defluction of the place of the			16.3. Service (speed		
the place (sanitary hygiene) 18.30 19. Business implementation 20 Entrepreneural services in plementation 21. L. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helping grup members who have difficulty completing work. Shifting for mutual willingness to share with fiends in one group. d. Don't depend on other people to complete tasks. 23. Z. Discipline 24. A. Arrive at the sales stand on 25. D. Bring all equipment according to the product being sold. 26. C. Complete assignments within the time determined by the sales plans on time. 27. d. Senne customers guidely and precisely. 28. c. Collect business plans on time. 29. 3. Responsibility 30. Carry out took of the group of t			of service, attitude)		
In hygiene) 18.30 19. Business Implementation 20.1 Entrepreneurial Attitude 21.1. Collay on help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to sher with friends Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the group to the proper sold. Sasignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.a. Collect business plans on uses in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 32.c. Recoord sales results reports per day.					
18.30 19. Business Implementation 20. Entrepreneurial Attitude 21.1. Collaboration 22. Working to help each other in one grow help group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 22.4. A whee at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers glackly customers plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 32.c. Recond sales results reports per day.					
Implementation 20. Entrepreneurial Autitude 21.1. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Some of the state of the state of the state of the state of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.4. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within determined by the group leader 27.4. Serve customers quickly and precisely. 28.c. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 13.1b. Complete tasks in accordance with standard operating procedures agreed upon by the group 13.1b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 31.b. Complete tasks in sandard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
miplementation 20. Emperencial Affitude 21.1. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helphos gwork and efficially completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2 Discipline 24.a. Arrive at the sales stand on 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve ustomers quickly and predicely. 28. Esgonshillity 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 32.c. Receponshill standard operating procedures agreed upon by the group 32.c. Recepon dales results reports per day.					
Attitude 2.1. Collaboration 2.2. Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group, d. Don't depend on other people to s. 2.2. Discipline 2.4. A virve at the sales stand on time. 2.5.b. Bring all equipment according to the product being sold. 2.c. Complete assignments within the time determined by the group leader. 2.7.d. Serve customers quickly and precisely. 2.8.e. Collect business plans on time. 2.9.3. Responsibility 3.0.a. Carry out tasks in accordance with standard operating procedures agreed upon the standard operating procedure with standard operating procedures agreed upon by the group leader. 2.1. Domine asks in accordance with standard operating procedures agreed upon by the group. 3.1. Complete sage and procedures agreed upon by the group. 3.1. Complete sage agreed upon by the group. 3.2.c. Record sales results reports per day.					
22.4. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers guickly and praises(). 28. Discipline 29. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
22. Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 22. Discipline 24. Discipline 24. Discipline 25. Discipline 25. Discipline 26. Discipli					
each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Server customers guickly assign. 28.a. Collect Design and according to the product being sold. 29.a. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group. J. Showing and precisely. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group, d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.c. Responsibelry standard operational procedures agreed upon by the group 32.c. Rescord sales results reports per day.					
who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 32.c. Record sales results reports per day.					
completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 13.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 32.c. Record sales results reports per day.					
attitude of mutual willingness to share with friends in one group, d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group. 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
share with friends in one group, d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.			other people to		
24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
equipment according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
according to the product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.e. Record sales results reports per day.					
product being sold. 26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
26.c. Complete assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.					
assignments within the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 32.c. Record sales results reports per day.			26.c. Complete		
determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			assignments within		
group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group 31.c. Responsibility accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			27.d. Serve		
and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			customers quickly		
business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			and precisely.		
time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			upon by the group		
accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.			31.b. Complete		
standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
operational procedures agreed upon by the group. 32.c. Record sales results reports per day.					
procedures agreed upon by the group. 32.c. Record sales results reports per day.					
32.c. Record sales results reports per day.			procedures agreed		
results reports per day.			upon by the group.		
day.					
		[l l

	ı	1	cleanliness in the	1		1
	1	1	sales stand			
	ı	1	environment 34.4. Initiative			
	ı l	1	35.5. Creativity			1
	ı	1	36.30 37.Business			1
	ı l	1	Reporting			
	ı l	1	38.Report Feasibility			
	ı l	1	39.Report Completeness			1
14	Carrying out	Able to carry out	Criteria eport Neatness	Practice		0%
	entrepreneurial practice	entrepreneurial practices	1.Assessment	2 X 50		
	(entrepreneurship degree)	(entrepreneurship degree)	Aspects 2.Criteria			
	uegree,	uegree,	3.Max Score			1
	ı l	1	4.Mark 5.Business Planning			
	ı l	1	(Business Plan)			1
	ı	1	6.1. Business			1
	ı	1	ideas/creativity 7.2. Feasibility of the			1
	ı	1	plan			1
	ı l	1	8.3. Completeness of business plan			
	ı	1	components			
	ı l	1	9.4. Neatness			
	ı	1	10.5. Punctuality 11.20			
	ı l	1	12.Business			
	ı	1	Implementation 13 Products and			
	ı l	1	services			1
	ı l	1	14.1. Product quality (taste, shape,			
	ı	1	packaging)			
	1	1	15.2. Product presentation			
	ı	1	(appearance)			
	1	1	16.3. Service (speed			
	ı	1	of service, attitude) 17.4. Neatness of			
	ı l	1	the place (sanitary			1
	ı l	1	hygiene) 18.30			
	ı l	1	19.Business			1
	ı	1	Implementation 20 Entrepreneurial			
	ı	1	Attitude			
	ı l	1	21.1. Collaboration			1
	ı l	1	22.Working to help each other in one			1
	1	1	group to complete			
	1	1	the assigned tasks. Helping			
	ı l	1	group members			
	ı	1	who have difficulty completing work.			
	ı	1	Showing an			
	ı	1	attitude of mutual willingness to			
	ı l	1	share with friends			1
	1	1	in one group. d. Don't depend on			
	1	1	other people to			
		1	complete tasks. 23.2. Discipline			
		1	24.a. Arrive at the			
		1	sales stand on			
		1	time. 25.b. Bring all			
		1	equipment			
		1	according to the product being sold.			
		1	26.c. Complete			
		1	assignments within the time			
		1	determined by the			
		1	group leader. 27.d. Serve			
		1	customers quickly			
		1	and precisely.			
		1	28.e. Collect business plans on			
		1	time.			
		1	29.3. Responsibility			
		1	30.a. Carry out tasks in			
		1	accordance with			
1 1	1		standard operating	1		1 1

			procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day. 33.d. Check cleanliness in the sales stand environment 34.4. Initiative 35.5. Creativity 36.30 37.Business Reporting 38.Report Feasibility 39.Report Completeness 40.Report Neatness				
15	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	Criteria: 1. Assessment Aspects 2. Criteria 3. Max Score 4. Mark 5. Business Planning (Business Plan) 6.1. Business ideas/creativity 7.2. Feasibility of the plan 8.3. Completeness of business plan components 9.4. Neatness 10.5. Punctuality 11.20 12. Business Implementation 13 Products and services 14.1. Product quality (taste, shape, packaging) 15.2. Product presentation (appearance) 16.3. Service (speed of service, attitude) 17.4. Neatness of the place (sanitary hygiene) 18.30 19. Business Implementation 20 Entrepreneurial Attitude 21.1. Collaboration 22. Working to help each other in one group to complete the assigned tasks. Helping group members who have difficulty completing work. Showing an attitude of mutual willingness to share with friends in one group. d. Don't depend on other people to complete tasks. 23.2. Discipline 24.a. Arrive at the sales stand on time. 25.b. Bring all equipment according to the product being sold. 26.c. Complete assignments within	Practice 2 X 50		0%	

			the time determined by the group leader. 27.d. Serve customers quickly and precisely. 28.e. Collect business plans on time. 29.3. Responsibility 30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group 31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group. 32.c. Record sales results reports per day. 33.d. Check cleanliness in the sales stand environment 34.4. Initiative 35.5. Creativity 36.30 37.Business Report Feasibility 39.Report Completeness 40.Report Neatness			
16	FINAL EXAMS	FINAL EXAMS	Criteria: FINAL EXAMS	FINAL EXAMINATION OF SEMESTER 2 X 50		0%

Evaluation Percentage Recap: Project Based Learning

Lvu	idation i cit	scritage reco	др. і	ioject	Duscu	Leaning
No	Evaluation	Percentage				
		Ω%				

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.
- 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.
- 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
- 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.