



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

Document Code

**SEMESTER LEARNING PLAN**

<b>Courses</b>	<b>CODE</b>	<b>Course Family</b>	<b>Credit Weight</b>	<b>SEMESTER</b>	<b>Compilation Date</b>																																												
Entrepreneurship	1321102046		T=1 P=0 ECTS=1.59	6	July 18, 2024																																												
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>		<b>Study Program Coordinator</b>																																												
	.....		.....		Amalia Ruhana, S.P., M.P.H.																																												
<b>Learning model</b>	Project Based Learning																																																
<b>Program Learning Outcomes (PLO)</b>	PLO study program that is charged to the course																																																
	Program Objectives (PO)																																																
	PLO-PO Matrix																																																
		<table border="1" style="margin: auto;"> <tr><td style="width: 50px; height: 20px;">P.O</td></tr> </table>					P.O																																										
	P.O																																																
PO Matrix at the end of each learning stage (Sub-PO)																																																	
	<table border="1" style="margin: auto;"> <tr> <td rowspan="2" style="width: 50px; height: 20px;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td style="width: 20px;">1</td><td style="width: 20px;">2</td><td style="width: 20px;">3</td><td style="width: 20px;">4</td><td style="width: 20px;">5</td><td style="width: 20px;">6</td><td style="width: 20px;">7</td><td style="width: 20px;">8</td><td style="width: 20px;">9</td><td style="width: 20px;">10</td><td style="width: 20px;">11</td><td style="width: 20px;">12</td><td style="width: 20px;">13</td><td style="width: 20px;">14</td><td style="width: 20px;">15</td><td style="width: 20px;">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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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																	
<b>Short Course Description</b>	The course material consists of basic entrepreneurship concepts, entrepreneurial processes, types and fields of business, strategies for finding entrepreneurial opportunities, choosing a form of business, planning and organizing a packaged food business, planning and organizing a snack food business, managing snacks and packaged food, preparing a business plan, business plan seminars, as well as entrepreneurial practices in accordance with the business plan created.																																																
<b>References</b>	<b>Main :</b>																																																
	<ol style="list-style-type: none"> <li>1. Fadiati, Arid an Purwana, Dedi. 2011. Menjadi Wirausaha Sukses. Bandung: PT Remaja Rosdakarya.</li> <li>2. Suryana. 2003. Kewirausahaan: Pedoman Praktis, Kiat dan Proses Menuju Sukses. Jakarta : Salemba Empat.</li> <li>3. Nurlaela, Luthfiyah dan Rita Ismawati. 2005. Modul Kewirausahaan. FT Unesa, tidak dipublikasikan.</li> <li>4. Alamsyah, Yuyun. 2008. Bangkitnya Bisnis Kuliner Tradisional. Jakarta: PT Elex Media Komputindo.</li> <li>5. Anonim. 2008. 22 Peluang Bisnis Makanan untuk Home Industry. Jakarta: PT Agromedia Pustaka.</li> <li>6. Ayodya, Wulan. 2002. Usaha Roti dan Kue. Jakarta: PT Elex Media Komputindo.</li> </ol>																																																
	<b>Supporters:</b>																																																
<b>Supporting lecturer</b>	Prof. Dr. Rita Ismawati, S.Pd., M.Kes. Ita Fatkhur Romadhoni, S.Pd., M.Pd.																																																
<b>Week-</b>	<b>Final abilities of each learning stage (Sub-PO)</b>	<b>Evaluation</b>		<b>Help Learning, Learning methods, Student Assignments, [ Estimated time]</b>		<b>Learning materials [ References ]</b>	<b>Assessment Weight (%)</b>																																										
		<b>Indicator</b>	<b>Criteria &amp; Form</b>	<b>Offline ( offline )</b>	<b>Online ( online )</b>																																												
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)																																										

1	Able to study the basic concepts of entrepreneurship	<ol style="list-style-type: none"> <li>1. Able to define the meaning of entrepreneurship.</li> <li>2. Able to detail the characteristics of entrepreneurship.</li> <li>3. Able to describe the challenges and entrepreneurial mental attitude that must be faced.</li> </ol>	<b>Criteria:</b> 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	<ol style="list-style-type: none"> <li>a. Examining the factors that trigger entrepreneurship</li> <li>b. Developing an entrepreneurial process model.</li> <li>c. Details the important characteristics of the start-up and growth stages of entrepreneurship.</li> <li>d. Demonstrate steps towards entrepreneurial success.</li> <li>e. Analyze the factors that cause entrepreneurial success and failure.</li> </ol>	<b>Criteria:</b> <ol style="list-style-type: none"> <li>1.a. Correctly examine the factors that trigger entrepreneurship according to the answer key</li> <li>2.b. Develop an entrepreneurship process model correctly according to the answer key</li> <li>3.c. Correctly detail the important characteristics of the start-up and growth stages of entrepreneurship according to the answer key</li> <li>4.d. Show the steps towards entrepreneurial success correctly according to the answer key</li> <li>5.e. Analyze the factors that cause success and failure in entrepreneurship correctly according to the answer key</li> </ol>	Presentation 2 X 50			0%
3	Able to categorize types and fields of business	<ol style="list-style-type: none"> <li>a. Categorize types of business</li> <li>b. Categorize the trading business sector.</li> <li>c. Categorize production business fields.</li> <li>d. Exploring the service business sector</li> <li>e. Details company responsibilities.</li> </ol>	<b>Criteria:</b> <ol style="list-style-type: none"> <li>1.a. Categorize the types of business correctly according to the answer key</li> <li>2.b. Categorize the trading business sector correctly according to the answer key</li> <li>3.c. Categorize the production business sector correctly according to the answer key</li> <li>4.d. Explore the service business sector correctly according to the answer key</li> <li>5.e. Detail the company's responsibilities correctly according to the answer key</li> </ol>	Presentations, discussions and questions and answers 2 X 50			0%
4	Have an understanding of strategies for finding entrepreneurial opportunities	<ol style="list-style-type: none"> <li>1. Clarify the meaning of business opportunities</li> <li>2. Categorize creativity and innovation.</li> <li>3. Develop a strategy to find business opportunities.</li> </ol>	<b>Criteria:</b> 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			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	<b>Criteria:</b> 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	<b>Criteria:</b> 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. 6.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%

7	Able to understand the planning and implementation of a snack food business.	a. Prepare a snack food menu. b. Planning food 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.	<b>Criteria:</b> 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.	Presentations, discussions, questions and answers, assignments and exercises. 2 X 50			0%
8	MIDTERM EXAM	MIDTERM EXAM	<b>Criteria:</b> 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	<b>Criteria:</b> 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.	Presentations, discussions, questions and answers, assignments and exercises 2 X 50			0%
10	Able to present a business plan	Communicate the business plan	<b>Criteria:</b> 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	<b>Criteria:</b> 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)	<b>Criteria:</b> 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	Practice 2 X 50			0%

			<p>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 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 Reporting  38.Report Feasibility  39.Report Completeness  40.Report Neatness</p>			
13	Carrying out	Able to carry out	Criteria:	Practice 2 X 50		0%

	entrepreneurial practice (entrepreneurship degree)	entrepreneurial practices (entrepreneurship degree)	<ol style="list-style-type: none"> <li>1. Assessment Aspects</li> <li>2. Criteria</li> <li>3. Max Score</li> <li>4. Mark</li> <li>5. Business Planning (Business Plan)</li> <li>6.1. Business ideas/creativity</li> <li>7.2. Feasibility of the plan</li> <li>8.3. Completeness of business plan components</li> <li>9.4. Neatness</li> <li>10.5. Punctuality</li> <li>11.20</li> <li>12. Business Implementation</li> <li>13.- Products and services</li> <li>14.1. Product quality (taste, shape, packaging)</li> <li>15.2. Product presentation (appearance)</li> <li>16.3. Service (speed of service, attitude)</li> <li>17.4. Neatness of the place (sanitary hygiene)</li> <li>18.30</li> <li>19. Business Implementation</li> <li>20.- Entrepreneurial Attitude</li> <li>21.1. Collaboration</li> <li>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.</li> <li>23.2. Discipline</li> <li>24.a. Arrive at the sales stand on time.</li> <li>25.b. Bring all equipment according to the product being sold.</li> <li>26.c. Complete assignments within the time determined by the group leader.</li> <li>27.d. Serve customers quickly and precisely.</li> <li>28.e. Collect business plans on time.</li> <li>29.3. Responsibility</li> <li>30.a. Carry out tasks in accordance with standard operating procedures agreed upon by the group</li> <li>31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group.</li> <li>32.c. Record sales results reports per day.</li> <li>33.d. Check</li> </ol>				
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			<p>cleanliness in the sales stand environment</p> <p>34.4. Initiative</p> <p>35.5. Creativity</p> <p>36.30</p> <p>37.Business Reporting</p> <p>38.Report Feasibility</p> <p>39.Report Completeness</p> <p>40.Report Neatness</p>			
14	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	<p><b>Criteria:</b></p> <p>1.Assessment Aspects</p> <p>2.Criteria</p> <p>3.Max Score</p> <p>4.Mark</p> <p>5.Business Planning (Business Plan)</p> <p>6.1. Business ideas/creativity</p> <p>7.2. Feasibility of the plan</p> <p>8.3. Completeness of business plan components</p> <p>9.4. Neatness</p> <p>10.5. Punctuality</p> <p>11.20</p> <p>12.Business Implementation</p> <p>13.- Products and services</p> <p>14.1. Product quality (taste, shape, packaging)</p> <p>15.2. Product presentation (appearance)</p> <p>16.3. Service (speed of service, attitude)</p> <p>17.4. Neatness of the place (sanitary hygiene)</p> <p>18.30</p> <p>19.Business Implementation</p> <p>20.- Entrepreneurial Attitude</p> <p>21.1. Collaboration</p> <p>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.</p> <p>23.2. Discipline</p> <p>24.a. Arrive at the sales stand on time.</p> <p>25.b. Bring all equipment according to the product being sold.</p> <p>26.c. Complete assignments within the time determined by the group leader.</p> <p>27.d. Serve customers quickly and precisely.</p> <p>28.e. Collect business plans on time.</p> <p>29.3. Responsibility</p> <p>30.a. Carry out tasks in accordance with</p>	Practice 2 X 50	0%	

			<p>standard operating procedures agreed upon by the group</p> <p>31.b. Complete tasks in accordance with standard operational procedures agreed upon by the group.</p> <p>32.c. Record sales results reports per day.</p> <p>33.d. Check cleanliness in the sales stand environment</p> <p>34.4. Initiative</p> <p>35.5. Creativity</p> <p>36.30</p> <p>37.Business Reporting</p> <p>38.Report Feasibility</p> <p>39.Report Completeness</p> <p>40.Report Neatness</p>			
15	Carrying out entrepreneurial practice (entrepreneurship degree)	Able to carry out entrepreneurial practices (entrepreneurship degree)	<p><b>Criteria:</b></p> <p>1.Assessment Aspects</p> <p>2.Criteria</p> <p>3.Max Score</p> <p>4.Mark</p> <p>5.Business Planning (Business Plan)</p> <p>6.1. Business ideas/creativity</p> <p>7.2. Feasibility of the plan</p> <p>8.3. Completeness of business plan components</p> <p>9.4. Neatness</p> <p>10.5. Punctuality</p> <p>11.20</p> <p>12.Business Implementation</p> <p>13.- Products and services</p> <p>14.1. Product quality (taste, shape, packaging)</p> <p>15.2. Product presentation (appearance)</p> <p>16.3. Service (speed of service, attitude)</p> <p>17.4. Neatness of the place (sanitary hygiene)</p> <p>18.30</p> <p>19.Business Implementation</p> <p>20.- Entrepreneurial Attitude</p> <p>21.1. Collaboration</p> <p>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.</p> <p>23.2. Discipline</p> <p>24.a. Arrive at the sales stand on time.</p> <p>25.b. Bring all equipment according to the product being sold.</p> <p>26.c. Complete</p>	Practice 2 X 50		0%



			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 35.5. Creativity 36.30 37.Business Reporting 38.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**

No	Evaluation	Percentage
		0%

**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.**

