



Universitas Negeri Surabaya
Faculty of Sports and Health Sciences,
Physical Education, Health & Recreation Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																																																														
Entrepreneurship	8520102223	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	7	May 20, 2023																																																																														
AUTHORIZATION		SP Developer	Course Cluster Coordinator	Study Program Coordinator																																																																															
		Prof. Dr. Drs. Abdul Rachman Syam Tuasikal, M.Pd.	Dr. Mochamad Ridwan, S.Pd., M.Pd.																																																																															
Learning model	Project Based Learning																																																																																		
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																		
	Program Objectives (PO)																																																																																		
	PO - 1	Able to understand the basic concepts of entrepreneurship, master the latest principles and issues in economics, social and entrepreneurship																																																																																	
	PO - 2	able to be entrepreneurial and work effectively both individually and in multidisciplinary or multicultural teams, and have a responsible attitude towards tasks and are intelligent in analyzing opportunities in the field.																																																																																	
	PLO-PO Matrix																																																																																		
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>P.O</td></tr> <tr><td>PO-1</td></tr> <tr><td>PO-2</td></tr> </table>				P.O	PO-1	PO-2																																																																											
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PO-2																																																																																			
PO Matrix at the end of each learning stage (Sub-PO)																																																																																			
	<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td rowspan="2" style="width: 10%;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td style="width: 5%;">1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td> </tr> <tr> <td>PO-1</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>PO-2</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>																P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																
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PO-1																																																																																			
PO-2																																																																																			
Short Course Description	This course will discuss understanding and mastering the basic concepts of entrepreneurship, the process and selection of business types, entrepreneurial internships, business feasibility studies, preparation of business plans and student creativity programs. Lectures are carried out with presentations and discussions, practice, project assignments and reflection.																																																																																		
References	Main :																																																																																		
	<ol style="list-style-type: none"> 1. Boerse, George. 2006. Theories Personality. Shipenburg University: Psychology Department. 2. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. Unesa University Press. 3. Jumaat, Abdul, dkk. Business Opportunities and Managerial Skills in Enhancing the Involvement of Entrepreneurship in Malaysia. British Journal of Arts and Social Sciences ISSN: 2046-9578, Vol.16 No.1 (2013) BritishJournal Publishing, Inc. 2013. 4. Ahman, H., Romana, Y., 2007. Ilmu Ekonomi Dalam PIPS, Edisi Kedua, Cetakan Pertama. Jakarta: Universitas Terbuka. 5. Sukirno, S. 2011. Mikroekonomi teori Pengantar. Jakarta: PT. Raja Grafindo Persada. Tjiptono, Fandy. 2007. Strategi Bisnis Pemasaran . Andi: Yogyakarta. 																																																																																		
	Supporters:																																																																																		
	1. https://journal.unnes.ac.id/nju/index.php/miki/article/view/2651																																																																																		
Supporting lecturer	Dr. Sapto Wibowo, S.Pd., M.Pd. Dr. Heryanto Nur Muhammad, S.Pd., M.Pd. Vega Candra Dinata, 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	Understand the foundation and basic concepts of entrepreneurship courses	1. Able to explain the background of the entrepreneurship course	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) provides access to all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions and questions and answers 2 X 50		<p>Material: Understanding the foundation and basic concepts</p> <p>References: <i>Jumaat, Abdul, et al. Business Opportunities and Managerial Skills in Enhancing the Involvement of Entrepreneurship in Malaysia. British Journal of Arts and Social Sciences ISSN: 2046-9578, Vol.16 No.1 (2013) BritishJournal Publishing, Inc. 2013.</i></p>	5%
2	Understand motivation and basic concepts of entrepreneurship	1. Able to understand motivation in entrepreneurship 2. Able to explain the concepts and theories of entrepreneurship 3. Able to provide examples of entrepreneurial models 4. Able to restate the basics of understanding the foundations, concepts and meaning of entrepreneurship verbally and in writing	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) provides access to all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions and questions and answers 2 X 50		<p>Material: Able to understand motivation in entrepreneurship</p> <p>Reference: <i>Jumaat, Abdul, et al. Business Opportunities and Managerial Skills in Enhancing the Involvement of Entrepreneurship in Malaysia. British Journal of Arts and Social Sciences ISSN: 2046-9578, Vol.16 No.1 (2013) BritishJournal Publishing, Inc. 2013.</i></p>	5%
3	Understand motivation and basic concepts of entrepreneurship	1. Able to understand motivation in entrepreneurship 2. Able to explain the concepts and theories of entrepreneurship 3. Able to provide examples of entrepreneurial models 4. Able to restate the basics of understanding the foundations, concepts and meaning of entrepreneurship verbally and in writing	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) provides access to all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions and questions and answers 2 X 50		<p>Material: Understanding the basic concepts of entrepreneurship</p> <p>Reference: <i>Boerse, George. 2006. Personality Theories. Shipenburg University: Psychology Department.</i></p>	5%

4	Understanding of entrepreneurial opportunity strategies	1. Able to explain various entrepreneurial opportunities	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) provides access to all indicators of student success through essay and multiple choice tests (weight 3) <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures, discussions, questions and answers, assignments 2 X 50		<p>Material: explaining various entrepreneurial opportunities</p> <p>Reference: <i>Sukirno, S. 2011. Microeconomic theory Introduction. Jakarta: PT. Raja Grafindo Persada.</i> <i>Tjiptono, Fandy. 2007. Marketing Business Strategy. Andi: Yogyakarta.</i></p>	5%
5	Understand the production process in entrepreneurship	Able to describe factors, functions and production cycles in entrepreneurship	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions, questions and answers, assignments 2 X 50		<p>Material: Understanding the production process</p> <p>References: <i>Ahman, H., Romana, Y., 2007. Economics in PIPS, Second Edition, First Printing. Jakarta: Open University.</i></p>	5%
6	Understand marketing strategies in entrepreneurship	Able to describe various strategies in marketing products or services in entrepreneurship	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions, questions and answers, assignments 2 X 50		<p>Material: marketing strategies in entrepreneurship</p> <p>Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. Unesa University Press.</i></p>	5%

7	Understand the application of entrepreneurship in everyday life	1. Able to analyze one example of entrepreneurship 2. Able to describe the process of entrepreneurship in the examples that have been proposed 3. Able to analyze entrepreneurial motivation, business opportunities, production systems and marketing strategies	Criteria: 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment	Lectures, discussions, questions and answers 2 X 50		Material: application of entrepreneurship in everyday life Reference: Boerse, George. 2006. <i>Personality Theories</i> . Shipenburg University: Psychology Department.	5%
8	Mid-Semester Exam (UTS)	Students can work on questions from meeting material 1 - 7	Criteria: 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) Form of Assessment : Project Results Assessment / Product Assessment	offline 2 X 50		Material: application of entrepreneurship References: Boerse, George. 2006. <i>Personality Theories</i> . Shipenburg University: Psychology Department.	10%
9	Understand about managing finances	1. Able to explain the importance of financial management in entrepreneurship 2. Able to apply COGS, BEP and profit/loss calculations	Criteria: 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment	Lectures, discussions, questions and answers and assignments 2 X 50		Material: managing finances References: Boerse, George. 2006. <i>Personality Theories</i> . Shipenburg University: Psychology Department.	10%

10	Understand about managing finances	<p>1. Able to explain the importance of financial management in entrepreneurship</p> <p>2. Able to apply COGS, BEP and profit/loss calculations</p>	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures, discussions, questions and answers and assignments 2 X 50		<p>Material: managing finances</p> <p>Reference: <i>Sukirno, S. 2011. Microeconomic theory Introduction. Jakarta: PT. Raja Grafindo Persada.</i> <i>Tjiptono, Fandy. 2007. Marketing Business Strategy. Andi: Yogyakarta.</i></p>	10%
11	Understand the licensing process	<p>1. Able to explain the analysis methods and investment criteria for business feasibility studies</p> <p>2. Able to prepare business feasibility study reports</p> <p>3. Able to carry out investment analysis for business feasibility studies</p>	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures, discussions, questions and answers and assignments 2 X 50		<p>Material: Understanding the licensing process</p> <p>References: <i>Ahman, H., Romana, Y., 2007. Economics in PIPS, Second Edition, First Printing. Jakarta: Open University.</i></p>	5%
12	Carrying out entrepreneurial practices	Able to directly apply entrepreneurial theory by carrying out entrepreneurial practices through entrepreneurial expos held by, for and for themselves	<p>Criteria:</p> <ol style="list-style-type: none"> 1. The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Field practice 2 X 50		<p>Material: Entrepreneurial practices</p> <p>Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. Unesa University Press.</i></p>	5%

13	Carrying out entrepreneurial practices	Able to directly apply entrepreneurial theory by carrying out entrepreneurial practices through entrepreneurial expos held by, for and for themselves	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Field practice 2 X 50		<p>Material: Carrying out entrepreneurial practices</p> <p>References: <i>Ahman, H., Romana, Y., 2007. Economics in PIPS, Second Edition, First Printing. Jakarta: Open University.</i></p>	10%
14	Carrying out entrepreneurial practices	Able to directly apply entrepreneurial theory by carrying out entrepreneurial practices through entrepreneurial expos held by, for and for themselves	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Field practice 2 X 50		<p>Material: Practicing entrepreneurship</p> <p>Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. Unesa University Press.</i></p>	5%
15	Understand the preparation of business reports	1. Describe the techniques and systematics of preparing business reports. 2. Be able to directly apply the preparation of business reports	<p>Criteria:</p> <ol style="list-style-type: none"> 1.The assessment is carried out on the following aspects: 2.1. Participation during lectures is carried out through observing attitudes, being honest and independent (weight 2) 3.2. Collection of study assignments (articles/papers/portfolios) (weight 3) 4.3. UTS (Mid-Semester Exam) (weight 2) 5.4. UAS (Final Semester Examination) to access all indicators of student success through essay and multiple choice tests (weight 3) <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Discussion, performance, questions and answers and assignments 2 X 50		<p>Material: preparation of business reports</p> <p>Reference: <i>Sukirno, S. 2011. Microeconomic theory Introduction. Jakarta: PT. Raja Grafindo Persada. Tjiptono, Fandy. 2007. Marketing Business Strategy. Andi: Yogyakarta.</i></p>	5%
16	UAS Knowledge	Students can work on questions from meeting material 1 - 15	<p>Criteria: Synthesis capabilities</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	offline 2x50		<p>Material: preparation of business reports</p> <p>References: <i>Ahman, H., Romana, Y., 2007. Economics in PIPS, Second Edition, First Printing. Jakarta: Open University.</i></p>	5%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	15%
2.	Project Results Assessment / Product Assessment	85%
		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.