Document Code



Universitas Negeri Surabaya Faculty of Mathematics and Natural Sciences Bachelor of Science Education Study Program

SEMESTER	
	VIC - PI AIVI

Courses				CODE				Cours	e Fami	ly		Cre	edit We	eight		SEMES	TER	C	ompila	ation Da	te
ENTREP	REN	EURSHIP		8420102079	9							T=2	2 P=0	ECTS	=3.18		3	Ju	uly 18,	2024	
AUTHOR	RIZAT	ION		SP Develop	er						Course	Clus	ter Co	ordinat	or	Study I	Program	Coord	linator		
																	Prof. I	Dr. Erma	an, M.I	Pd.	
Learning model	l	Project Based L	earning]						ı											
Program		PLO study prog	gram tl	hat is charg	ed to	the c	ourse)													
Learning Outcom (PLO)		PLO-5	Demo tasks	nstrate scient	ific, c	critical, a	and inr	novativ	e attitu	des in	integra	ted so	cience	learning	, labor	atory act	vities, ar	nd profe	ssiona	ıl-related	<u> </u>
. ,		Program Objec	tives (PO)																	
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		PO - 2	Design	n, select and o	create	e innov	ations	that wil	l be us	ed as	busines	ss ide	as.								
		PO - 3	Have a	a responsible	attitu	ide in m	aking	decisio	ns and	l anal	zing the	e cons	sequer	ices of c	ecisio	ns.					
		PLO-PO Matrix																			
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				PO-1																	
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				PO-3				1													
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		PO Matrix at the	e end	of each lear	ning	stage	(Sub-	-PO)													
			_																		_
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			PO	-1													\perp		↓		4
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Short Course Descript	tion	Understanding th business opportu business.	e conce nities, o	ept of entrepro create service	eneu s, pr	rship in oductio	an eff n, mar	fort to c keting,	develop partne	an e rship:	ntreprer s and m	neuria ianage	l spirit, ement,	namely as well	the a as be	oility to n ing able	iotivate (to impro	oneself ve prob	to be a lem so	able to solving ski	ense ills in
Referen	ces	Main :																			
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		Supporters:																			
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Support lecturer	ing	Dr. Siti Nurul Hida Laily Rosdiana, S Dhita Ayu Permat Dyah Permata Sa	i.Pd., M ta Sari,	.Pd. S.Pd., M.Pd.																	
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	(Su	b-PO)		Indicator		Crite	ria & I	Form	Off	fline (offline		Online	(onlin	e)						
(1)		(2)		(3)			(4)			(5)			(6)			(7)			(8)	

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1	Analyze the application of entrepreneurship in everyday life	1.1. Explain the entrepreneurial perspective. 2.2. Analyze the differences between entrepreneurs, entrepreneurs and inventors 3.3. Distinguish between entrepreneurs and managers, and also workers. 4.4. Explain the qualities and characteristics of successful entrepreneurs are born, molded or environmental 6.6. Explain the benefits of studying entrepreneurship	Criteria: Attached Form of Assessment: Participatory Activities	Discuss understanding of the concept of entrepreneurship and self- employment 2 X 50	Material: Entrepreneurship in everyday life. References: Stephen R Covey, 1997. The 7 habits of highly effective people (Indonesian edition). Developing characters.	5%
2	Analyze the application of entrepreneurship in everyday life	1.1. Explain the entrepreneurial perspective. 2.2. Analyze the differences between entrepreneurs, entrepreneurs and inventors 3.3. Distinguish between entrepreneurs and managers, and also workers. 4.4. Explain the qualities and characteristics of successful entrepreneurs are born, molded or environmental 6.6. Explain the benefits of studying entrepreneurship	Criteria: Attached Form of Assessment: Participatory Activities	Discuss understanding of the concept of entrepreneurship and self- employment 2 X 50	Material: Entrepreneurship in everyday life Reference: Stephen R Covey, 1997. The 7 habits of highly effective people (Indonesian edition). Developing characters.	5%

and in related entrep	reneurship in rrounding	1 Define the meaning of creativity 2 Basics of creative thinking 3 Define the meaning of innovation 4 Analyze innovation principles and opportunities 5 Product innovation	Criteria: 1. Score 2. Rubric 3. The presentation was carried out coherently with appropriate intonation and emphasis, assisted by ppt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement 4. The presentation was carried out coherently with intonation and but did not emphasize the important aspects of the research, with the help of ppt media according to media criteria, the answers from the questioner were generally correct, formulating suggestions for improvement 5. The presentation was carried out, was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 6. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not coherent and/or did not emphasize important aspects of the research, was not assisted by ppt media, the answer from the		Material: Creativity and innovation related to entrepreneurship in the surrounding environment. References: Stephen R Covey, 1997. The 7 habits of highly effective people (Indonesian edition). Developing characters.	5%
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			improvement Form of Assessment : Participatory Activities			

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	Analyzing creativity and innovation related to entrepreneurship in the surrounding environment	1 Define the meaning of creativity 2 Basics of creative thinking 3 Define the meaning of innovation 4 Analyze innovation principles and opportunities 5 Product innovation	Criteria: 1. Score 2. Rubric 3. The presentation was carried out coherently with appropriate intonation and emphasis, assisted by ppt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement 4. The presentation was carried out coherently with intonation and but did not emphasize the important aspects of the research, with the help of ppt media according to media criteria, the answers from the questioner were generally correct, formulating suggestions for improvement 5. The presentation was carried out, was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 6. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 6. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was not assisted by ppt media, the answer from the questioner was incorrect, unable to formulate suggestions for improvement		Material: Creativity and innovation related to entrepreneurship in the surrounding environment. References: Stephen R Covey, 1997. The 7 habits of highly effective people (Indonesian edition). Developing characters.	5%
			Participatory Activities			

5	Problem solving soft skills	1 Have knowledge of financial management 2 Able to make decisions and analyze the consequences of decisions 3 Able to solve problems in business.	Criteria: 1. Score 2. Rubric 3. The presentation was carried out coherently with appropriate intonation and emphasis, assisted by pt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement	Discuss and understand problem solving soft skills in 2 X 50 businesses	Material: Soft skills problem solving. Bibliography: Robert T Kyiuosaki. 2004. Rich dad, poor dad. PT SUN Jakarta.	5%
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6 Problem solving soft skills	1 Have knowledge of financial management 2 Able to make decisions and analyze the consequences of decisions 3 Able to solve problems in business.	Criteria: 1.Score 2.Rubric 3.The presentation was carried out coherently with appropriate intonation and emphasis, assisted by ppt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement 4.The presentation was carried out coherently with intonation and but did not emphasize the important aspects of the research, with the help of ppt media according to media criteria, the answers from the questioner were generally correct, formulating suggestions for improvement 5.The presentation was carried out, was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 6.The presentation was carried out, but was not coherent and/or did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 6.The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was not assisted by ppt media, the	Discuss and understand problem solving soft skills in 2 x 50 businesses	Material: Soft skills problem solving. Bibliography: Robert T Kyiuosaki. 2004. Rich dad, poor dad. PT SUN Jakarta.	5%
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9	Analyzing the application of entrepreneurship in everyday life Analyzing creativity and innovation related to entrepreneurship in the surrounding environment Soft skills problem solving Marketing management and how to promote business	The goal of becoming an entrepreneur Pefinition of small business - Types of small business	Criteria: 1.4: correct description 2.3: the description is generally correct, there is one aspect where the explanation is incorrect 3.2: the description is generally correct, there is more than one aspect where the explanation is incorrect 4.1: the description is wrong Form of Assessment Participatory Activities, Project Results Assessment / Product Assessment	Discuss and understand about SMEs	2x50	Material: Analyzing and applying small businesses in everyday life (MSME visit) Reference: Robert T Kyiuosaki. 2004. Rich dad, poor dad. PT SUN Jakarta.	5%
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10	Analyze and apply	1 Discuss the	Criteria:	Field studies for		Material: Analyzing and	5%
	Analyze and apply small businesses in	goal of	1.Score	small	2x50	applying small businesses	
	everyday life	becoming an	2.Rubric	businesses		in everyday life (MSME	
		entrepreneur	3.4]		visits).	
		2 Discuss the	4.The presentation]		Bibliography: Robert T	
		meaning of small	was carried out			Kyiuosaki. 2004. Rich dad,	
		business and	coherently with			poor dad. PT SUN Jakarta.	
		types of small	appropriate				
		business	intonation and				
		Starting to	emphasis,				
		implement a	assisted by ppt				
		small business	media according				
		Discuss the	to media criteria,				
		problems faced	the answer from				
		by small	the questioner				
		businesses	was correct,				
		Discuss the	formulating				
		causes of	suggestions for				
		business failure	improvement				
		6 Practice	5.3				
		reading business	6.The presentation				
		opportunities	was carried out				
		7 Analyze the	coherently with				
		SWOT of small	intonation and	1			
		businesses that	but did not				
		have been	emphasize the important]			
		observed.					
			aspects of the research, with]			
			the help of ppt	1			
			media according				
			to media criteria,	1			
			the answers from				
			the questioner				
			were generally				
			correct,				
			formulating				
			suggestions for				
			improvement				
			7.2				
			8.The presentation				
			was carried out,				
			was not coherent				
			and/or did not				
			emphasize				
			important				
			aspects of the				
			research, was				
			assisted by ppt				
			media but did not				
			meet the media				
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			answers from the				
			questioner were	1			
			generally]			
			incorrect,]			
			formulated	1			
			suggestions for improvement]			
			9.1]			
			10.The				
			presentation was	1			
			carried out, but]			
			was not coherent]			
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			aspects of the	1			
			research, was	1			
			not assisted by]			
			ppt media, the	1			
			answer from the	1			
			questioner was]			
			incorrect, unable	1			
			to formulate]			
			suggestions for]			
			improvement	1			
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			: Project Results	1			
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suggestions for improvement Form of Assessment: : Project Results Assessment / Product
: Project Results Assessment / Product

12	Carry out innovations from the results of analysis of small businesses.	1 Create innovations and prepare business plans 2 Present the business plan created	Criteria: 1. Score 2. Rubric 3. 4 4. The presentation was carried out coherently with appropriate intonation and emphasis, assisted by ppt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement 5. 3 6. The presentation was carried out coherently with intonation and but did not emphasize the important aspects of the research, with the help of ppt media according to media criteria, the answers from the questioner were generally correct, formulating suggestions for improvement 7. 2 8. The presentation was carried out, was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 9. 1 10. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was not coherent and/or did not emphasize important aspects of the research, was not coherent and/or did not emphasize important aspects of the research, was not assisted by	2x50	Material: Innovation from the results of analysis of small businesses. Reader: Hendro. MM 2011. Basics of Entrepreneurship. Erlangga	10%
			10.The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was			
			Project Results Assessment / Product Assessment			

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suggestions for improvement Form of Assessment: : Project Results Assessment / Product				ppt media, the answer from the questioner was incorrect, unable			
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15	Carrying out exercises for intrapreneurship from the results of the business plans created	- Apply the business plan that has been created.	Criteria: 1. Score 2. Rubric 3. 4 4. The presentation was carried out coherently with appropriate intonation and emphasis, assisted by ppt media according to media criteria, the answer from the questioner was correct, formulating suggestions for improvement 5. 3 6. The presentation was carried out coherently with intonation and but did not emphasize the important aspects of the research, with the help of ppt media according to media criteria, the answers from the questioner were generally correct, formulating suggestions for improvement 7. 2 8. The presentation was carried out, was not coherent and/or did not emphasize important aspects of the research, was assisted by ppt media but did not meet the media criteria, the answers from the questioner were generally incorrect, formulated suggestions for improvement 9.1 10. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was not assisted by ppt media, the answer from the questioner was incorrect, unable to formulate suggestions for improvement 9.1 10. The presentation was carried out, but was not coherent and/or did not emphasize important aspects of the research, was not assisted by ppt media, the answer from the questioner was incorrect, unable to formulate suggestions for improvement	Presentation and discussion	2x50	Material: Carrying out exercises for intrapreneurship from the results of business plans created. Reference: Alexander Osterwalder. 2012. Business Model generation. Kompas Gramedia.	10%
			suggestions for				
			Form of Assessment				
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16	Carrying out	Apply the business	Criteria:	Final exams		Material: Meeting material	0%
	exercises for	plan that has been created.	1.4: The		2x50	1 - 15	
1	intrapreneurship from the results of	orealeu.	presentation is			Reader: Hendro. MM 2011.	
1	the business plans		carried out			Basics of Entrepreneurship.	
	created		coherently with			Erlangga	
1			appropriate				
	1		intonation and				
	1		emphasis,				
	1		assisted by ppt media according				
			to media criteria,				
			the answer from				
			the questioner is				
			correct,				
			formulates				
			suggestions for				
			improvement				
			2.3: The				
			presentation is				
			carried out				
			coherently with				
			intonation and				
			but does not				
	1		emphasize the				
	1		important				
			aspects of the				
	1		research, with				
			the help of ppt				
			media according				
	1		to media criteria,				
			the answer from				
	1		the questioner is				
	1		generally correct, formulates				
	1		suggestions for				
	1		improvement				
	1		3.2: The				
			presentation was				
	1		made, was not				
	1		coherent and/or				
	1		did not				
	1		emphasize				
	1		important				
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	1		media but did not				
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			generally				
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1			formulated				
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			answer from the				
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1			incorrect, unable				
			to formulate				
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	1		Form of Assessment				
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	1		: Project Results				
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			Assessment				
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Evaluation Percentage Recap: Project Based Learning

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No	Evaluation	Percentage
1.	Participatory Activities	42.5%
2.	Project Results Assessment / Product Assessment	57.5%
		100%

Notes
1. Learning Outcomes of Study Program Graduates (PLO - Study Program) are the abilities possessed by each Study Program graduate which are the internalization of attitudes, mastery of knowledge and skills according to the level of their study program obtained through the learning process.

- 2. The PLO imposed on courses are several learning outcomes of study program graduates (CPL-Study Program) which are used for the formation/development of a course consisting of aspects of attitude, general skills, special skills and knowledge.
- 3. Program Objectives (PO) are abilities that are specifically described from the PLO assigned to a course, and are specific to the study material or learning materials for that course.
- 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.
- 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.
- 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.