



Universitas Negeri Surabaya
Faculty of Sports and Health Sciences
S1 Sports Coaching Education Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																													
Entrepreneurship	8520202314		T=2	P=0	ECTS=3.18	2	December 15, 2023																																																													
AUTHORIZATION		SP Developer	Course Cluster Coordinator			Study Program Coordinator																																																														
		Muhammad Asrul Sidik, M.Pd	Muhammad Asrul sidik, M.Pd			Dr. Or. Muhammad, 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	Carrying out Small Scale Entrepreneurship Practices																																																																		
	PLO-PO Matrix																																																																			
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 50px; text-align: center;">P.O</td> <td colspan="16"></td> </tr> <tr> <td style="text-align: center;">PO-1</td> <td colspan="16"></td> </tr> </table>						P.O																	PO-1																																											
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PO Matrix at the end of each learning stage (Sub-PO)																																																																				
	<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 50px; text-align: center;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td></td> <td style="width: 20px; text-align: center;">1</td> <td style="width: 20px; text-align: center;">2</td> <td style="width: 20px; text-align: center;">3</td> <td style="width: 20px; text-align: center;">4</td> <td style="width: 20px; text-align: center;">5</td> <td style="width: 20px; text-align: center;">6</td> <td style="width: 20px; text-align: center;">7</td> <td style="width: 20px; text-align: center;">8</td> <td style="width: 20px; text-align: center;">9</td> <td style="width: 20px; text-align: center;">10</td> <td style="width: 20px; text-align: center;">11</td> <td style="width: 20px; text-align: center;">12</td> <td style="width: 20px; text-align: center;">13</td> <td style="width: 20px; text-align: center;">14</td> <td style="width: 20px; text-align: center;">15</td> <td style="width: 20px; text-align: center;">16</td> </tr> <tr> <td style="text-align: center;">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><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																	
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Short Course Description	This course includes a discussion of the concept of entrepreneurship in an effort to develop an entrepreneurial spirit, namely the ability to motivate oneself to be able to capture business opportunities, create services, production, marketing, partnerships and management, as well as being able to improve problem solving skills in business. Lectures are carried out using a system of discussions, project assignments and reflection.																																																																			
References	Main :																																																																			
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya 2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. RobertT Kiyosaki. 2004.Rich Dad, Poor Dad. Jakarta: PT SUN. 4. Hendro.M.M. 2011.Dasar-dasar Kewirausahaan.Jakarta: Erlangga 5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat. 6. Osterwalder,Alexander dan Yves Pigneur., 2014.Business Model Generation,PT.ElexMedia Komputindo, Jakarta. 7. PedomanPKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti:Jakarta 																																																																			
	Supporters:																																																																			
	1. https://www.gramedia.com/literasi/pengertian-kewirausahaan/																																																																			
Supporting lecturer	Prof.Dr. Imam Marsudi, M.Si. Dr. Abdul Hafidz, S.Pd., M.Pd. Muhammad Kharis Fajar, S.Pd., M.Pd. Dani Primanata, 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	Describe the basic concepts of entrepreneurship	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	Criteria: theory Form of Assessment : Participatory Activities, Practice/Performance	Direct learning and sharing 2 X 50		Material: Understanding the essence of running entrepreneurship Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	6%																																																													

2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: theory</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Direct learning and sharing 2 X 50		<p>Material: Understanding the essence of running entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Being able to motivate yourself to make your dreams come true. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
3	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: theory</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Direct learning and sharing 2 X 50		<p>Material: Understanding the essence of running entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Being able to motivate yourself to make your dreams come true. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Describe business opportunities and business ideas Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
4	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: theory</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Direct learning and sharing 2 X 50		<p>Material: Understanding the essence of running entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Being able to motivate yourself to make your dreams come true. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Describe business opportunities and business ideas Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Describe business opportunities and business ideas Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%

5	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: theory</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Direct learning and sharing 2 X 50		<p>Material: Understanding the essence of running entrepreneurship Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Being able to motivate yourself to make your dreams come true. Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p>	10%
6	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: theory</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Direct learning and sharing 2 X 50		<p>Material: Understanding the essence of running entrepreneurship Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Being able to motivate yourself to make your dreams come true. Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: understanding business Reader: Hendro.MM 2011.Basics of Entrepreneurship.Jakarta: Erlangga</p>	10%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> 1.Explaining Segmenting Targeting Positioning (STP) 2.Explain customer value 3.Explaining the Marketing Mix 	<p>Criteria: theory</p> <p>Forms of Assessment : Participatory Activities, Practice/Performance, Tests</p>	Hands-on learning and 2 X 50 assignments		<p>Material: Describe business opportunities and business ideas Reference: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</p> <p>Material: Explaining marketing plans in running a business Reference: Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</p>	5%

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9	Explain the production plan in a business	<ol style="list-style-type: none"> 1.Explain how to make it 2. Identify material needs and how to obtain them 3. Identify the machines/equipment needed 4. Determine production targets 5. Calculate the cost of production 	<p>Criteria: theory</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practice / Performance, Tests</p>	Direct learning and sharing 2 X 50		<p>Material: Explaining marketing plans in running a business Reader: <i>RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p>	4%
10	Explain the production plan in a business	<ol style="list-style-type: none"> 1.Explain how to make it 2. Identify material needs and how to obtain them 3. Identify the machines/equipment needed 4. Determine production targets 5. Calculate the cost of production 	<p>Criteria: theory</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practice / Performance, Tests</p>	Direct learning and sharing 2 X 50		<p>Material: Explaining marketing plans in running a business Reader: <i>RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p> <hr/> <p>Material: Planning Human Resources in a business Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	10%
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15	Explain the production plan in a business	<ol style="list-style-type: none"> 1.Explain how to make it 2.Identify material needs and how to obtain them 3.Identify the machines/equipment needed 4.Determine production targets 5.Calculate the cost of production 	<p>Criteria: theory</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practice / Performance, Tests</p>	Direct learning and sharing 2 X 50		<p>Material: Explaining marketing plans in running a business Reader: <i>RobertT Kiyosaki, 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p> <hr/> <p>Material: Planning Human Resources in a business Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Explaining the production plan in a business. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Explaining the production plan in a business. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Explaining the production plan in a business Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Explaining the production plan in a business Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Explaining the production plan in a business. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
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16	FINAL SEMESTER EXAMINATION (UAS)	<ol style="list-style-type: none"> 1. Explain how to make it 2. Identify material needs and how to obtain them 3. Identify the machines/equipment needed 4. Determine production targets 5. Calculate the cost of production 	<p>Criteria: theory</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Practice / Performance, Tests</p>	Direct learning and sharing 2 X 50		<p>Material: Explaining marketing plans in running a business Reader: RobertT Kiyosaki. 2004. <i>Rich Dad, Poor Dad</i>. Jakarta: PT SUN.</p> <hr/> <p>Material: Planning Human Resources in a business Reference: Unesa FE Entrepreneurship Team 2015. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: Explaining the production plan in a business. Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: Explaining the production plan in a business. Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: Explaining the production plan in a business Reference: Unesa FE Entrepreneurship Team 2015. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: Explaining the production plan in a business Reference: Unesa FE Entrepreneurship Team 2015. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: Explaining the production plan in a business. Reference: Unesa Entrepreneurship Team. 2016. <i>Entrepreneurship</i>. UNIPRESS. Surabaya</p> <hr/> <p>Material: FINAL SEMESTER EXAMINATION (UAS) Library: Hendro.MM 2011. <i>Basics of Entrepreneurship</i>. Jakarta: Erlangga</p>	5%
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Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	36.09%
2.	Project Results Assessment / Product Assessment	12.25%
3.	Practice / Performance	36.09%
4.	Test	15.59%
		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.