



**Universitas Negeri Surabaya  
Vocational Faculty,  
D4 Electrical Engineering Study Program**

**Document  
Code**

**SEMESTER LEARNING PLAN**

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship	2030503040		T=3	P=0	ECTS=4.77	5	July 17, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
	.....		.....			Mahendra Widyartono, S.T., M.T.	

<b>Learning model</b>	<b>Project Based Learning</b>
-----------------------	-------------------------------

<b>Program Learning Outcomes (PLO)</b>	<b>PLO study program that is charged to the course</b>
--	--

	<b>Program Objectives (PO)</b>
--	--------------------------------

<b>PO - 1</b>	Explaining the concept of entrepreneurship Explaining the concept of entrepreneurship and technopreneurship Explaining the meaning of business opportunities, sources of business opportunities, and how to take advantage of business opportunities Explaining the meaning of products, production processes and how to guarantee product quality Explaining the meaning of packaging, packaging functions, types of packaging and selection strategies packaging Explains the meaning of marketing, types of marketing, and marketing selection strategies. Explains the meaning of business partnerships, types of business partnerships, how to establish business partnerships, and indicators of the success of business partnerships. Explains the meaning of a business plan, the benefits of a business plan and how to make one. business plan Carrying out entrepreneurship, evaluating and following up on business evaluation results
<b>PO - 2</b>	Explain the concept of entrepreneurship
<b>PO - 3</b>	Explains the meaning of business opportunities, sources of business opportunities, and how to take advantage of business opportunities
<b>PO - 4</b>	Explain the meaning of products, production processes and how to guarantee product quality
<b>PO - 5</b>	Explain the meaning of packaging, packaging functions, types of packaging, and strategies for choosing packaging
<b>PO - 6</b>	Explain the meaning of packaging, packaging functions, types of packaging, and strategies for choosing packaging
<b>PO - 7</b>	Explain the meaning of marketing, types of marketing, and marketing selection strategies
<b>PO - 8</b>	Explains the meaning of business partnerships, types of business partnerships, how to establish business partnerships, and indicators of the success of business partnerships
<b>PO - 9</b>	Explains the meaning of a business plan, the benefits of a business plan and how to make a business plan
<b>PO - 10</b>	Running an entrepreneur, evaluating and following up on the results of business evaluations

	<b>PLO-PO Matrix</b>
--	----------------------

	<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> <tr><td>PO-3</td></tr> <tr><td>PO-4</td></tr> <tr><td>PO-5</td></tr> <tr><td>PO-6</td></tr> <tr><td>PO-7</td></tr> <tr><td>PO-8</td></tr> <tr><td>PO-9</td></tr> <tr><td>PO-10</td></tr> </table>	P.O	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	PO-9	PO-10
P.O												
PO-1												
PO-2												
PO-3												
PO-4												
PO-5												
PO-6												
PO-7												
PO-8												
PO-9												
PO-10												

	<b>PO Matrix at the end of each learning stage (Sub-PO)</b>
--	---

--	--

		<table border="1"> <tr> <th rowspan="2">P.O</th> <th colspan="16">Week</th> </tr> <tr> <th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11</th><th>12</th><th>13</th><th>14</th><th>15</th><th>16</th> </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> <tr><td>PO-3</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-4</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-5</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-6</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-7</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-8</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-9</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-10</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																	PO-3																	PO-4																	PO-5																	PO-6																	PO-7																	PO-8																	PO-9																	PO-10																
		P.O	Week																																																																																																																																																																																																																									
			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																																																																																																																																																																																										
		PO-1																																																																																																																																																																																																																										
		PO-2																																																																																																																																																																																																																										
		PO-3																																																																																																																																																																																																																										
		PO-4																																																																																																																																																																																																																										
		PO-5																																																																																																																																																																																																																										
		PO-6																																																																																																																																																																																																																										
		PO-7																																																																																																																																																																																																																										
		PO-8																																																																																																																																																																																																																										
PO-9																																																																																																																																																																																																																												
PO-10																																																																																																																																																																																																																												

**Short Course Description** This course provides students with an understanding of the concepts and practices of entrepreneurship, e-entrepreneurship and techpreneurship so that they can develop an entrepreneurial spirit, improve their ability to motivate themselves, read and take advantage of business opportunities, create services, production, marketing, partnerships and business management, and be able to improve problem solving skills in business. Lectures are carried out using a system of discussions, project assignments and reflection.

**References**

**Main :**

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:**

**Supporting lecturer** Reza Rahmadian, S.ST., M.EngSc.  
Aditya Chandra Hermawan, S.ST., M.T.

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	1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship	<b>Criteria:</b> A, B, and C	Direct learning and sharing 2 X 50			0%
2	Able to motivate yourself to make your dreams come true	1. Able to create dreams for himself2. Able to determine how to achieve that dream 3. Combining dreams with the reality of community needs 4. Formulate what you want in your career for yourself.	<b>Criteria:</b> A B C	Scientific 2 X 50			0%
3	Read business opportunities and business ideas	1.Explain business opportunities and ideas 2.Developing business ideas 3.Find 4.Analyze 5.Decide		Direct learning and sharing 2 X 50			0%
4	Understand business ethics	1.Distinguish between ethical business and unethical business 2.Explain the rights and obligations of entrepreneurs 3.Explain the various types of business permits		Discussion and questions and answers 2 X 50			0%

5	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>		Discussion and questions and answers 2 X 50			0%
6	Understand business plans	<ol style="list-style-type: none"> <li>1.Explain the meaning of a business plan</li> <li>2.Explain the benefits of a business plan</li> <li>3.Explain the purpose of the business plan</li> <li>4.Explain the systematics of a business plan</li> <li>5.Explaining the canvas business model</li> </ol>		Discussion and questions and answers 2 X 50			0%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> <li>1.Explaining Segmenting Targeting Positioning (STP)</li> <li>2.Explain customer value</li> <li>3.Explaining the Marketing Mix</li> </ol>		Hands-on learning and 2 X 50 assignments			0%
8	MIDDLE SEMESTER EXAMINATION (UTS)			2 X 50			0%
9	Explain the production plan in a business	<ol style="list-style-type: none"> <li>1.Explain how to make it</li> <li>2.Identify material needs and how to obtain them</li> <li>3.Identify the machines/equipment needed</li> <li>4.Determine production targets</li> <li>5.Calculate the cost of production</li> </ol>		Direct learning and sharing 2 X 50			0%
10	Planning Human Resources in a business	<ol style="list-style-type: none"> <li>1.Identify workforce needs</li> <li>2.Identify the skills needed</li> <li>3.Determine working hours</li> <li>4.Designing a compensation system (salary, wages, incentives)</li> <li>5.Arrange personnel arrangements</li> </ol>		Cooperative learning Problem based learning 2 X 50			0%
11	Planning finances in a business	<ol style="list-style-type: none"> <li>1.Identify needs and sources of funds</li> <li>2.Develop a cash flow plan</li> <li>3.Prepare a financial report plan (Balance Sheet and Profit and Loss)</li> </ol>		Hands-on learning and 2 X 50 assignments			0%
12	Drawing up a business plan	Applicable business plan		Direct learning 2 X 50			0%
13	Business plan presentation	Business plan presentation	<b>Criteria:</b> Oral	Discussion 2 X 50			0%
14	Business plan presentation	Able to present a business plan		Discussion 2 X 50			0%
15	Business plan presentation	Business plan presentation		2 X 50			0%
16	Final exams			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.