



**Universitas Negeri Surabaya
Vocational Faculty,
D4 Graphic Design Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																																		
Design Presentations and Negotiations	9034202439	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	4	July 17, 2024																																																		
AUTHORIZATION		SP Developer	Course Cluster Coordinator	Study Program Coordinator																																																			
		Kanya Catya, S.T., M.A.	Dr. Martadi, M.Sn.	Asidigisianti Surya Patria, S.T., M.Pd.																																																			
Learning model	Case Studies																																																						
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																						
	PLO-2	Demonstrate the character of being tough, collaborative, adaptive, innovative, inclusive, lifelong learning and entrepreneurial spirit																																																					
	PLO-4	Develop yourself continuously and collaborate.																																																					
	Program Objectives (PO)																																																						
	PO - 1	Students are able to understand the nature, concepts, objectives, functions and various techniques for preparing design presentations and negotiations; Students are able to develop materials or materials for presentations and design negotiations; Students are able to practice presenting and negotiating designs to an audience.																																																					
	PLO-PO Matrix																																																						
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>P.O</td> <td>PLO-2</td> <td>PLO-4</td> <td colspan="3"></td> </tr> <tr> <td>PO-1</td> <td></td> <td></td> <td colspan="3"></td> </tr> </table>					P.O	PLO-2	PLO-4				PO-1																																										
P.O	PLO-2	PLO-4																																																					
PO-1																																																							
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">P.O</td> <td colspan="16">Week</td> </tr> <tr> <td>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> </table>					P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																
P.O	Week																																																						
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																							
PO-1																																																							
Short Course Description	Knowledge, concepts, goals, functions and various techniques for preparing design presentations and negotiations, developing materials or materials for making design presentations and negotiations, and practicing design presentations and negotiations to the audience																																																						
References	Main :																																																						
		1. Sukrisno Agoes. Etika Bisnis dan Profesi. 2009																																																					
	Supporters:																																																						
Supporting lecturer	Dr. Martadi, M.Sn. Asidigisianti Surya Patria, S.T., M.Pd. Nova Kristiana, S.Sn., M.Sn.																																																						
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	Learning Contract	Understand the objectives and process of lectures	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Direct learning, short lectures, discussions, questions and answers 2 X 50	Via Vinesa	Material: Presentation Basics Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	0%
2	Concept, purpose and function of presentation	1.Understand presentation concepts 2.Understand the concept of negotiation 3.Understand the presentation function 4.Understand the function of negotiation	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Direct learning, short lectures, discussions, questions and answers 2 X 50	Via Vinesa	Material: Essence, aim of presentation Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
3	Concept, purpose and function of presentation	1.Understand presentation concepts 2.Understand the concept of negotiation 3.Understand the presentation function 4.Understand the function of negotiation	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Direct learning, short lectures, discussions, questions and answers 2 X 50	Via Vinesa	Material: Concept, function of presentation and negotiation Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
4	Types and various presentation and negotiation techniques	1.Understand the types of presentations and negotiations 2.Understand various presentation and negotiation techniques 3.Explain various negotiation techniques	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Direct learning, short lectures, discussions, questions and answers 2 X 50	Via Vinesa	Material: Types, presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
5	Types and various presentation and negotiation techniques	1.Understand the types of presentations and negotiations 2.Understand various presentation and negotiation techniques 3.Explain various negotiation techniques	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Direct learning, short lectures, discussions, questions and answers 2 X 50	Via Vinesa	Material: Types, presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	2%
6	Prepare presentation materials	1. Identify the target objectives of the presentation 2. Identify the target audience for the presentation 3. Collective presentation materials 4. Formulate a presentation concept 5. Develop presentation media	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Problem base learning, project base learning, assistance/consultation 2 X 50	Via Vinesa	Material: Techniques for preparing presentation materials Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	3%

7	Prepare presentation materials	<ol style="list-style-type: none"> 1. Identify the target objectives of the presentation 2. Identify the target audience for the presentation 3. Collect presentation materials 4. Formulate a presentation concept 5. Develop presentation media 	<p>Criteria: Activeness in class discussions</p> <p>Form of Assessment : Participatory Activities</p>	Problem base learning, project base learning, assistance/consultation 2 X 50	Via Vinesa	<p>Material: Techniques for preparing presentation materials</p> <p>Reader: Sukrisno Agoes. <i>Business and Professional Ethics. 2009</i></p>	0%
8	Prepare presentation materials	<ol style="list-style-type: none"> 1. Identify the target objectives of the presentation 2. Identify the target audience for the presentation 3. Collect presentation materials 4. Formulate a presentation concept 5. Develop presentation media 	<p>Criteria: Activeness in class discussions</p> <p>Form of Assessment : Participatory Activities</p>	Problem base learning, project base learning, assistance/consultation 2 X 50	Via Vinesa	<p>Material: Techniques for preparing presentation materials</p> <p>Reader: Sukrisno Agoes. <i>Business and Professional Ethics. 2009</i></p>	15%
9	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	<p>Criteria: <ol style="list-style-type: none"> 1. Activeness in class discussions 2. Conformity with the provisions of the question </p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	Presentation, discussion and question and answer 2 X 50	Via Vinesa	<p>Material: Presentation and negotiation techniques and practices</p> <p>Reader: Sukrisno Agoes. <i>Business and Professional Ethics. 2009</i></p>	5%
10	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	<p>Criteria: Activeness in class discussions</p> <p>Form of Assessment : Participatory Activities</p>	Presentation, discussion and question and answer 2 X 50	Via Vinesa	<p>Material: Presentation and negotiation techniques and practices</p> <p>Reader: Sukrisno Agoes. <i>Business and Professional Ethics. 2009</i></p>	5%
11	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	<p>Criteria: Activeness in class discussions</p> <p>Form of Assessment : Participatory Activities</p>	Presentation, discussion and question and answer 2 X 50	Via Vinesa	<p>Material: Presentation and negotiation techniques and practices</p> <p>Reader: Sukrisno Agoes. <i>Business and Professional Ethics. 2009</i></p>	5%

12	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	Criteria: Activeness in class discussions Form of Assessment : Participatory Activities	Presentation, discussion and question and answer 2 X 50	Via Vinesa	Material: Presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
13	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	Criteria: 1.Activeness in class discussions 2.Conformity with the provisions of the question Form of Assessment : Participatory Activities, Practice/Performance	Presentation, discussion and question and answer 2 X 50	Via Vinesa	Material: Presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
14	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	Criteria: Conformity with the provisions of the question Form of Assessment : Practice / Performance	Presentation, discussion and question and answer 2 X 50	Via Vinesa	Material: Presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
15	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	Criteria: Conformity with the provisions of the question Form of Assessment : Participatory Activities	Presentation, discussion and question and answer 2 X 50	Via Vinesa	Material: Presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	5%
16	Practice presentations and design negotiations	Carrying out individual design presentation and negotiation practices	Criteria: Conformity with the provisions of the question Form of Assessment : Participatory Activities	Presentation, discussion and question and answer 2 X 50	Via Vinesa	Material: Presentation and negotiation techniques Reader: <i>Sukrisno Agoes. Business and Professional Ethics. 2009</i>	30%

Evaluation Percentage Recap: Case Study

No	Evaluation	Percentage
1.	Participatory Activities	90%
2.	Practice / Performance	10%
		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** abilities in the process and student learning outcomes are specific and measurable statements that identify the abilities 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.