



**Universitas Negeri Surabaya
Vocational Faculty
, D4 Sports Coaching Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date
Entrepreneurship	99998520203031		T=1 P=2 ECTS=4.77	4	July 16, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator	Study Program Coordinator	
	Dr. Kunjung Ashadi, S.Pd., M.Fis., AIFO.	

Learning model Project Based Learning

Program Learning Outcomes (PLO) PLO study program that is charged to the course

PLO-8	Internalize the spirit of independence, struggle and entrepreneurship
PLO-11	Able to compile reports on work results and processes accurately and validly, and communicate them effectively to other parties who need them
PLO-15	Able to design physical training programs and various types of science and technology-based training models for both individuals and athletes or sports teams according to physical characteristics in accordance with individual needs for health or sports needs
Program Objectives (PO)	
PO - 1	Internalize the spirit of independence, struggle and entrepreneurship
PO - 2	Able to compile reports on work results and processes accurately and validly, and communicate them effectively to other parties who need them
PO - 3	Able to design physical training programs and various types of science and technology-based training models for both individuals and athletes or sports teams according to physical characteristics in accordance with individual needs for health or sports needs
PO - 4	Have the ability to think critically and be visionary in formulating and developing knowledge in the field of sports physical training related to fitness, special needs and sports achievements in a series of efforts to improve the level of health and fitness for society, sports communities and athletes

PLO-PO Matrix

	P.O	PLO-8	PLO-11	PLO-15
PO-1				
PO-2				
PO-3				
PO-4				

PO Matrix at the end of each learning stage (Sub-PO)

	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																	

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 :

1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya
2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya
3. Robert T Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.
4. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga
5. Leonardus Saiman. 2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat.
6. Osterwalder, Alexander dan Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.
7. Pedoman PKM 2016. Direktorat Jenderal Pembelajaran dan Kemahasiswaan. Kemendikdik: Jakarta

Supporters:

Supporting lecturer		Prof.Dr. Imam Marsudi, M.Si. Dr. Abdul Hafidz, S.Pd., M.Pd. Muhammad Kharis Fajar, S.Pd., M.Pd. Dio Alif Airlangga Daulay, 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	1.Describe the basic concepts of entrepreneurship 2.Basic abilities in entrepreneurship include various aspects such as business idea development, financial management, marketing, business strategy, as well as interpersonal and leadership skills	1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship	Form of Assessment : Participatory Activities	Direct learning and sharing 3 X 50	independent learning 3 x 60	Material: The Theory of Economic Development Literature: Material: Innovation and Entrepreneurship" (1985) by Peter F. Drucker, which discusses the role of entrepreneurship in creating innovation and economic progress. References:	7%
2	1.Students are able to identify the nature of entrepreneurial principles 2.Students are able to identify the nature of entrepreneurial principles	1. Able to create a dream for oneself 2. Able to determine how to achieve that dream 3. Combine dreams with the reality of society's needs 4. Formulate what you want in your career for yourself.	Form of Assessment : Participatory Activities, Practice/Performance	3 X 50	3 x 60	Material: The Theory of Economic Development Literature: Material: The Lean Startup" (2011) by Eric Ries, which discusses a new approach to starting a business that is more effective and efficient. References:	7%
3	Describe business opportunities and business ideas	1.Explain business opportunities and ideas 2.Developing business ideas 3.Find 4.Analyze 5.Decide	Form of Assessment : Participatory Activities	Direct learning and sharing 3 X 50	3 x 60	Material: Library:	7%
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	Form of Assessment : Participatory Activities, Portfolio Assessment	Discussion and questions and answers 3 x 50	independent assignment 3 x 60	Material: Entrepreneurial Finance" (1998) by Richard A. Brealey and Stewart C. Myers, which discusses how to manage the finances of new and growing businesses. Library: RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.	7%
5	Understand business plans	1.Explain the meaning of a business plan 2.Explain the benefits of a business plan 3.Explain the purpose of the business plan 4.Explain the systematics of a business plan 5.Explaining the canvas business model	Form of Assessment : Participatory Activities, Portfolio Assessment	Discussion and questions and answers 3 X 50	independent assignment 3 x 60	Material: Entrepreneurial Finance" (1998) by Richard A. Brealey and Stewart C. Myers, which discusses how to manage the finances of new and developing businesses. Bibliography: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya	7%

6	Understand business plans	1.Explain the meaning of a business plan 2.Explain the benefits of a business plan 3.Explain the purpose of the business plan 4.Explain the systematics of a business plan 5.Explaining the canvas business model	Forms of Assessment : Participatory Activities, Portfolio Assessment, Practical Assessment	Discussion and questions and answers 3 X 50	3 x 60	Material: "Entrepreneurial Finance" (1998) by Richard A. Brealey and Stewart C. Myers, which discusses how to manage the finances of new and developing businesses. Bibliography: Leonardus Saiman. 2009. <i>Entrepreneurship, Theory, Practice and Cases.</i> Salemba Empat.	7%
7	Explain the marketing plan in running a business	1.Explaining Segmenting Targeting Positioning (STP) 2.Explain customer value 3.Explaining the Marketing Mix	Form of Assessment : Participatory Activities, Portfolio Assessment	Hands-on learning and 3 X 50 assignments	assignment 3 x 60		7%
8	MIDDLE SEMESTER EXAMINATION (UTS)			3 X 50			0%
9	Explain the production plan in a business	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	Form of Assessment : Project Results Assessment / Product Assessment	Direct learning and sharing 3 X 50	independent assignment 3 x 60		7%
10	Planning Human Resources in a business	1.Identify workforce needs 2.Identify the skills needed 3.Determine working hours 4.Designing a compensation system (salary, wages, incentives) 5.Arrange personnel arrangements	Form of Assessment : Project Results Assessment / Product Assessment	Cooperative learning Problem based learning 3 X 50	independent learning 3 x 60		7%
11	Planning finances in a business	1.Identify needs and sources of funds 2.Develop a cash flow plan 3.Prepare a financial report plan (Balance Sheet and Profit and Loss)	Form of Assessment : Project Results Assessment / Product Assessment	Hands-on learning and 3 X 50 assignments	assignment 3 x 60		7%
12	Drawing up a business plan	Drawing up a business plan	Form of Assessment : Project Results Assessment / Product Assessment	Direct learning 3 X 50	independent learning 3 x 60		8%
13	Business plan presentation	Business plan presentation	Form of Assessment : Project Results Assessment / Product Assessment	Discussion 3 X 50	independent learning 3 x 60		7%
14	Business plan presentation	Business plan presentation	Form of Assessment : Project Results Assessment / Product Assessment	Discussion 3 X 50	independent learning 3 x 50		7%
15	Business plan presentation	Business plan presentation	Form of Assessment : Project Results Assessment / Product Assessment	Discussion 3 X 50	assignment 3 x 60		8%
16	FINAL SEMESTER EXAMINATION (UAS)			3 X 50			0%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	30.33%
2.	Project Results Assessment / Product Assessment	51%
3.	Portfolio Assessment	12.83%
4.	Practical Assessment	2.33%
5.	Practice / Performance	3.5%

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.