



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

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Personality Development	99998520202031		T=1	P=1	ECTS=3.18	1	August 14, 2023
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
	Dr. Rachman Widohardhono, M.Psi., Psikolog		Dr. Rachman Widohardhono, M.Psi., Psikolog			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-7 Demonstrate a responsible attitude towards work in the field of expertise independently

PLO-16 Able to evaluate the development of results and training programs on individual fitness based on age and gender and individual characteristics or sports based on sports characteristics

Program Objectives (PO)

PO - 1 Mastering the general concept of Personality Psychology which describes the process and results of training as influenced by aspects of motivation and fulfilling one's needs. (CPL-4A)

PO - 2 Demonstrate a responsible and independent attitude in developing oneself as a trainer. (CPL-1A)

PO - 3 Assess and develop the competence of others through behavior modification strategies. (CPL-3A)

PO - 4 Demonstrate competency in solving problems logically and innovatively in terms of managing thinking, managing emotions, behavioral attitudes and time management effectively. (CPL-2A)

PO - 5 Demonstrate self-presentation skills through verbal and non-verbal communication skills to become skilled at speaking in public. (CPL-2B)

PLO-PO Matrix

P.O	PLO-7	PLO-16
PO-1		
PO-2		
PO-3		
PO-4		
PO-5		

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																
PO-5																

Short Course Description This course studies aspects of personality that influence a person's behavior, so that it becomes the basis for planning appropriate behavior modification strategies in developing oneself as a trainer, including demonstrating competence in managing thinking, emotional expression, behavioral attitudes, and time management. This must also be supported by the ability to present oneself through verbal and non-verbal communication skills so that they are able to express their competence in front of the public effectively.

References **Main :**

- Alwisol. 2010. Malang: UMM Press. Psikologi Kepribadian (Edisi Revisi)
- Feist, J., & Feist, G.J. 2008. Theories of personality. Seven edition. McGraw-Hill, Companies.
- Fudyartanta, K. 2012. Psikologi Kepribadian Berbagai Pendekatan: Eksistensial, Trait (Sifat), Teori Medan, Faktorial, Stimulus Respon (SR) dan Biobudaya Religius. Yogyakarta: Pustaka Pelajar
- Ryckman, R.M. 2008. Theories of Personality (ninth edition). USA: Thompson Wadsworth.
- Semiun, Y. 2013. Teori-teori Kepribadian. Yogyakarta: Kanisius.
- Schultz, D.P. & Schultz, S.E. 2009. Theories of Personality (sixth edition). Australia: Wadsworth, Engage Learning
- Suryabrata, S. 2012. Psikologi Kepribadian. Jakarta: PT Raja Grafindo Persada.
- Yusuf, Syamsu LN & Nurihsan, A.J.. 2008. Teori Kepribadian . Bandung: PT Remaja Rosdakarya.

		Supporters:					
		1. Robbins, Anthony. 2004. Unleash The Power Within. Robbins Research International Inc.					
Supporting lecturer		Dr. Rachman Widohardhono, S.Psi.M.Psi. Psikolog Dr. Kunjung Ashadi, S.Pd., M.Fis., AIFO.					
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	Able to express thoughts about human needs and their levels. (CPMK-1)	1. Actively participate in critiquing and discussing the concept of human needs 2. Mapping the achievement of needs within students through the interview method	Criteria: Participation Score: (a) Attendance=20, (b) Asking=20, (c) Answering=20, (d) Submitting assignments/discussion results=40. (Total Score=100) Form of Assessment : Participatory Activities	Lectures/presentations, questions and answers, discussions, individual assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Maslow's Theory of Needs References:	6%
2	Able to express thoughts about personality and its typology. (CPMK-1)	1. Actively participate in critiquing and discussing the concept of human personality 2. Mapping personality traits in students through the interview method	Criteria: Participation Score: (a) Attendance=20, (b) Asking=20, (c) Answering=20, (d) Submitting assignments/discussion results=40. (Total Score=100) Form of Assessment : Participatory Activities	Lectures/presentations, questions and answers, discussions, individual assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Personality Types Library: Material: Nature vs. Nurture Library:	6%
3	Able to express thoughts about motivation and its typology. (CPMK-1)	1. Actively participate in criticizing and discussing the concept of motivation in humans 2. Mapping students' greatest motivation to achieve success through the interview method	Criteria: Participation Score: (a) Attendance=20, (b) Asking=20, (c) Answering=20, (d) Submitting assignments/discussion results=40. (Total Score=100) Form of Assessment : Participatory Activities	Lectures/presentations, questions and answers, discussions, individual assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Motivation Theory Literature:	6%
4	Able to present his self-concept, supported by analysis of experiences that formed his current self-concept. (CPMK-2)	Compile an analysis of the development process of forming self-image through personal experience based on time sequelae	Criteria: Project Score: (a) Background=20, (b) Planning design=20, (c) Technical activity schedule=20, (d) Implementation monitoring=20, (e) Evaluation of success indicators=10, (f) Self-reflection CPMK=10. (Total Score=100) Form of Assessment : Project Results Assessment / Product Assessment	Discussion, questions and answers, research TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: The Power of Beliefs Library: Material: Self-Concept & Johari Windows Library:	6%
5	Able to apply behavior modification strategies in the form of counseling, learning, training, coaching, mentoring. (CPMK-3)	Develop appropriate behavior modification strategies to be applied to athletes aged 15-18 years	Criteria: Project Score: (a) Background=20, (b) Planning design=20, (c) Technical activity schedule=20, (d) Implementation monitoring=20, (e) Evaluation of success indicators=10, (f) Self-reflection CPMK=10. (Total Score=100) Form of Assessment : Project Results Assessment / Product Assessment	Presentations, discussions, collaborative assignments, role playing and simulations TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Behavior Modification Strategies Library:	8%

6	Able to apply stages in building momentum for behavior change strategies. (CPMK-3)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations	Criteria: Presentation score (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Project score (Conformance to procedures=15; Accuracy of results performance=35; Maximum Total Score=50) Form of Assessment : Practice / Performance	Presentations, discussions, collaborative assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Developing momentum: passion, decide, commit, action, honest Reference:	8%
7	Able to apply self-management in a way of thinking that meets the standards of growth mindset indicators. (CPMK-4)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations	Criteria: Presentation score (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Project score (Conformance to procedures=15; Accuracy of results performance=35; Maximum Total Score=50) Form of Assessment : Portfolio Assessment	Presentations, discussions, collaborative assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Growth Mindset References: Material: Managing Thoughts, Growth Mindset Literature:	8%
8	Able to apply self-management in recognizing and managing emotions positively. (CPMK-4)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations	Criteria: Presentation score (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Project score (Conformance to procedures=15; Accuracy of results performance=35; Maximum Total Score=50) Form of Assessment : Portfolio Assessment	Presentations, discussions, collaborative assignments TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Positive Emotion Literature:	8%
9	Students master the skills and indicators from meetings 1 to 8.	Can complete all assignments in meetings 1-8 correctly and completely.	Criteria: 1.Active participation 2.Presentation 3.Work method 4.Project results Form of Assessment : Portfolio Assessment, Test	----- 2 X 50			0%
10	Able to apply self-management in the form of behavioral attitudes with skills to build rapport, respect, recognition. (CPMK-4)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation score (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/assignment results=15; Maximum Total Score=50) Portfolio score (Compliance with procedures=15; Accuracy of results performance=35; Maximum Total Score=50) Form of Assessment : Project Results Assessment / Product Assessment, Portfolio Assessment	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Managing Behaviors (Rapport, Respect, Recognition) References:	6%
11	Able to apply self-management in managing time based on a matrix of urgency and importance levels. (CPMK-4)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation score (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/assignment results=15; Maximum Total Score=50) Portfolio score (Compliance with procedures=15; Accuracy of results performance=35; Maximum Total Score=50) Form of Assessment : Project Results Assessment / Product Assessment	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Managing Time, Matrix Library:	6%
12	Able to apply self-presentation in the form of mastering personal grooming and forming an impression through gestures to support the appearance of a professional trainer. (CPMK-5)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation scores (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Performance scores (Compliance with procedures=15; Accuracy performance results=35; Maximum Total Score=50) Form of Assessment : Practice / Performance	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Personal Grooming Library: Material: Gesture Library:	6%

13	Able to apply self-presentation in the form of mastery of non-verbal communication skills to support the appearance of a professional coach. (CPMK-5)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation scores (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Performance scores (Compliance with procedures=15; Accuracy performance results=35; Maximum Total Score=50) Form of Assessment : Practice / Performance	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Non-Verbal Communication Skills Library:	8%
14	Able to apply self-presentation in the form of mastery of verbal communication skills to support the appearance of a professional coach. (CPMK-5)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation scores (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Performance scores (Compliance with procedures=15; Accuracy performance results=35; Maximum Total Score=50)	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Verbal Communication Skills Library:	8%
15	Able to apply self-presentation in the form of mastery of public speaking to support the appearance of a professional coach. (CPMK-5)	1. Actively participate during discussions, 2. Actively complete structured assignments, 3. Make presentations.	Criteria: Presentation scores (Presence=5, Asking=5, Answering=5, Discussion=5, Submitting assignments on time=15; Accuracy of work/task results=15; Maximum Total Score=50) Performance scores (Compliance with procedures=15; Accuracy performance results=35; Maximum Total Score=50) Form of Assessment : Project Results Assessment / Product Assessment	Discussion, presentation, individual assignment TM 2 x 50', PT 2 x 60', BM 2 x 60'		Material: Public Speaking Literature:	10%
16	Students master skills and indicators from meetings 10 to 15	Can complete all assignments at meetings 9-15 accurately and completely.	Criteria: 1.Active participation 2.Presentation 3.Work method 4.Project results Form of Assessment : Project Results Assessment / Product Assessment, Portfolio Assessment	2 X 50			0%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	18%
2.	Project Results Assessment / Product Assessment	33%
3.	Portfolio Assessment	19%
4.	Practice / Performance	22%
		92%

Notes

- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
- 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%.
- TM=Face to face, PT=Structured assignments, BM=Independent study.

