



Universitas Negeri Surabaya
Faculty of Vocational Studies
D4 Public Administration Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																	
Entrepreneurship	6330102039	Compulsory Study Program Subjects	T=0	P=0	ECTS=0	4	November 1, 2023																																																	
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator																																																		
	Dian Arlupi Utami, S.Sos, M.AP		Dian Arlupi Utami, S.Sos, M.AP			Dr. Weni Rosdiana, S.Sos., M.AP.																																																		
Learning model	Project Based Learning																																																							
Program Learning Outcomes (PLO)	PLO study program which is charged to the course																																																							
	PLO-5	Have devotion to God Almighty and be able to show a religious attitude																																																						
	PLO-14	Mastering knowledge about the concepts and practices of organizations, management and public sector policies																																																						
	Program Objectives (PO)																																																							
	PO - 1	Mastering theoretical concepts in the field of entrepreneurship in an effort to develop an entrepreneurial spirit in depth and formulate them in procedural problem solving.																																																						
	PLO-PO Matrix																																																							
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>P.O</td> <td>PLO-5</td> <td>PLO-14</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>PO-1</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>						P.O	PLO-5	PLO-14					PO-1																																									
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	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																
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PO-1																																																								
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. Stephen R Covey, 1997. The 7 Habits of Highly Effective People (edisi bahasa Indonesia) Jakarta: Bina Rupa Aksara. Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad . Jakarta: PT SUN. Hendro. M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia. Leonardus Saiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat Osterwalder, Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.Elex Media Komputindo, Jakarta. Buku Ajar Kewirausahaan TIM UNESA, 2017. Unesa Press Sayid Abas, 2017. Ayo mandiri Dengan Berwirausaha.Ponorogo : Unmuh Ponorogo Press 2. Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN 3. Hendro. M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga 4. Leonardus Saiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat 5. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya 6. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 7. Osterwalder, Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.Elex Media Komputindo, Jakarta 8. William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc 9. Green, Chintya L. 2012. Entrepreneurship: ideas in action. South-Western, Cengeng Learning) 10. Zimmerer, TW & Scarborough, NM. 2002. Essentials of Entrepreneurship and Small Business Management, 3rd Ed. Pearson Education, Upper Saddle River, NJ 11. Modul Kewirausahaan. 2013. Direktur Jenderal Pendidikan Tinggi : Dirjen Pembelajaran dan Kemahasiswaan. 12. Pedoman PMW 2020. 																																																							
	Supporters:																																																							
Supporting lecturer	Dian Arlupi Utami, S.Sos., M.AP. Mariana, S.Pd., M.A. Lena Citra Manggalasari., M.A.																																																							

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 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Face to face, sharing 2 X 50		<p>Material: Basic concepts of entrepreneurship Reference: <i>Stephen R Covey, 1997. The 7 Habits of Highly Effective People (Indonesian edition) Jakarta: Bina Rupa Aksara.</i> <i>Robert T Kyuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN. Hendro. MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia.</i> <i>Leonardus Saiman. 2009. Entrepreneurship, Theory, Practice and Cases. Salemba Empat Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta. UNESA TEAM Entrepreneurship Textbook, 2017. Unesa Press Sayid Abas, 2017. Let's be independent with entrepreneurship. Ponorogo: Unmuh Ponorogo Press</i></p>	1%
2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Able to make dreams for himself 2.Able to determine how to achieve that dream 3.Combining dreams with the reality of people's needs 4.Formulate what you want in your career for yourself 	<p>Criteria: Assessment rubric</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Face to face, sharing 2 X 50		<p>Material: Entrepreneurial Motivation Reader: <i>Stephen R Covey, 1997. The 7 Habits of Highly Effective People (Indonesian edition) Jakarta: Bina Rupa Aksara.</i> <i>Robert T Kyuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN. Hendro. MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia.</i> <i>Leonardus Saiman. 2009. Entrepreneurship, Theory, Practice and Cases. Salemba Empat Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta. UNESA TEAM Entrepreneurship Textbook, 2017. Unesa Press Sayid Abas, 2017. Let's be independent with entrepreneurship. Ponorogo: Unmuh Ponorogo Press</i></p>	1%

3	Describe business opportunities and business ideas	<ol style="list-style-type: none"> 1.Explain business opportunities and ideas. 2.Identify sources of opportunity. 3.Developing business ideas 	<p>Criteria: Assessment rubric</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Face to face, sharing 2 X 50		<p>Material: Business, opportunities and business ideas Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Sources of business opportunities Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Developing business ideas Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Determining a business idea Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p>	1%
4	Describe business opportunities and business ideas	<ol style="list-style-type: none"> 1.Explain business opportunities and ideas. 2.Identify sources of opportunity. 3.Developing business ideas 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Face to face, sharing 2 X 50		<p>Material: Business, opportunities and business ideas Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Sources of business opportunities Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Developing business ideas Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Determining a business idea Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p>	1%
5	Understand business ethics	<ol style="list-style-type: none"> 1.Distinguish between ethical business and unethical business 2.Explain the rights and obligations of entrepreneurs 3.Explain the various types of business permits 	<p>Criteria: Assessment rubric</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Face to face, sharing 2 X 50		<p>Material: Ethical and unethical business Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Entrepreneurial rights and obligations Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Various types of business permits Reference: <i>William D. Bygrave.. 2011. Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p>	1%

6	Understand business plans	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Face to face, sharing 2 X 50		<p>Material: Understanding business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Benefits of a business plan Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Business plan objectives Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Systematic business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Systematic business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p>	1%
7	Understand business plans	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Face to face, sharing 2 X 50		<p>Material: Understanding business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Benefits of a business plan Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Business plan objectives Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Systematic business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p> <hr/> <p>Material: Systematic business plans Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed. John Wiley & Sons, Inc</i></p>	1%

8	UTS: Able to solve questions from meeting material 1-7	Meeting questions 1-7	<p>Criteria: Question 5 score @20 total score 100</p> <p>Form of Assessment : Test</p>	3 X 50	UTS solves questions from lecturers	<p>Material: Meeting Material 1-7</p> <p>Bibliography: Stephen R Covey, 1997. <i>The 7 Habits of Highly Effective People (Indonesian edition)</i> Jakarta: Bina Rupa Literacy. Robert T Kyuosaki. 2004. <i>Rich Dad, Poor Dad.</i> Jakarta: PT SUN. Hendro. MM 2011. <i>Basics of Entrepreneurship.</i> Jakarta: Erlangga Alexander Osterwalder. 2012. <i>Business Model Generation.</i> Jakarta: Kompas Gramedia. Leonardus Saiman. 2009. <i>Entrepreneurship, Theory, Practice and Cases.</i> Salemba Empat Osterwalder, Alexander and Yves Pigneur., 2014. <i>Business Model Generation, PT. Elex Media Komputindo, Jakarta. UNESA TEAM Entrepreneurship Textbook, 2017. Unesa Press Sayid Abas, 2017. Let's be independent with entrepreneurship.</i> Ponorogo: Unmuh Ponorogo Press</p>	30%
9	Preparation of a Business Plan Based on the Business Model Canvas	<ol style="list-style-type: none"> 1. Describe the product profile 2. Identify the market segments to be targeted 3. Identify the customer value that will be offered to consumers 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Problem Based Learning and Assignment 2 X 50		<p>Material: Presenting product profiles Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p> <hr/> <p>Material: Market segment / market niche Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p> <hr/> <p>Material: Customer value Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p>	1%
10	Preparation of a Business Plan Based on the Business Model Canvas	<ol style="list-style-type: none"> 1. Describe the product profile 2. Identify the market segments to be targeted 3. Identify the customer value that will be offered to consumers 	<p>Criteria: Assessment rubric</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests</p>	Problem Based Learning and Assignment 2 X 50		<p>Material: Presenting product profiles Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p> <hr/> <p>Material: Market segment / market niche Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p> <hr/> <p>Material: Customer value Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p>	1%
11	Preparing a Business Plan: Describing Human Resources in a business	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment rubric</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Project Base Learning 2 X 20		<p>Material: Labor needs Reference: PMW 2020 Guidelines.</p> <hr/> <p>Material: Required skills References: PMW 2020 Guidelines.</p> <hr/> <p>Material: Working hours and compensation system Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p> <hr/> <p>Material: Personnel composition Reference: William D. Bygrave.. 2011. <i>Entrepreneurship.. 2nd ed.</i> John Wiley & Sons, Inc</p>	1%

12	Preparing a Business Plan: 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)	Criteria: Assessment rubric Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests	Project Based Learning and 2 X 50 Assignments		Material: Personnel composition Reference: PMW 2020 guidelines. Material: Cash flow plan Reference: PMW 2020 Guidelines. Material: Financial report plan (Balance Sheet and Profit and Loss) Reference: PMW 2020 Guidelines.	1%
13	Finalize the preparation of the business plan	Overview of results Prepare a business plan	Criteria: Assessment rubric Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests	Live Learning 2 X 50		Material: Example of a ready-made business plan. Reference: PMW 2020 guidelines.	1%
14	Business plan presentation	Business plan presentation	Criteria: Assessment rubric Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests	Group presentation 2 X 50		Material: Business plan presentation Reference: PMW 2020 guidelines.	1%
15	Business plan presentation	Business plan presentation	Criteria: Assessment rubric Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests	Group presentation 2 X 50		Material: Business plan presentation Reference: PMW 2020 guidelines.	1%
16	Business plan presentation	Business plan presentation	Criteria: Assessment rubric Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Tests	Group presentation 2 X 50		Material: Business plan presentation Reference: PMW 2020 guidelines.	56%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	18.5%
2.	Project Results Assessment / Product Assessment	18.5%
3.	Portfolio Assessment	16.5%
4.	Test	46.5%
		100%

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** 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.
- 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.