



**Universitas Negeri Surabaya  
Faculty of Economics and Business  
Bachelor of Accounting Study Program**

Document Code

**SEMESTER LEARNING PLAN**

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																																																																				
E-Commerce	6220103041	Study Program Elective Courses	T=3	P=0	ECTS=4.77	3	May 8, 2023																																																																																																				
<b>AUTHORIZATION</b>		<b>SP Developer</b>	<b>Course Cluster Coordinator</b>			<b>Study Program Coordinator</b>																																																																																																					
		Loggar Bhilawa, SE., M.Si., Ak	Merlyana Dwindu Yanthi, S.E., S.T., M.SA.AK			Dr. Rohmawati Kusumaningtias, S.E., Ak., MSA.																																																																																																					
<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>PLO-2</b>	Demonstrate the character of being tough, collaborative, adaptive, innovative, inclusive, lifelong learning and entrepreneurial spirit																																																																																																									
	<b>PLO-3</b>	Develop logical, critical, systematic and creative thinking in carrying out specific work in their field of expertise and in accordance with work competency standards in the field concerned																																																																																																									
	<b>PLO-4</b>	Develop yourself continuously and collaborate.																																																																																																									
	<b>PLO-5</b>	Able to apply and analyze basic principles of various economic theories; Accounting Science, Business; and Business Law																																																																																																									
	<b>Program Objectives (PO)</b>																																																																																																										
	<b>PO - 1</b>	Able to demonstrate a responsible and ethical attitude towards work in their field of expertise independently and apply ethical principles in the field of electronic commerce (S2; S4)																																																																																																									
	<b>PO - 2</b>	Able to explain basic concepts and e-commerce business models (P2)																																																																																																									
	<b>PO - 3</b>	Able to identify and implement communication in internet marketing (KU1)																																																																																																									
	<b>PO - 4</b>	Able to explain legal issues, ethics and social impacts of e-commerce (S4; KU2)																																																																																																									
	<b>PLO-PO Matrix</b>																																																																																																										
		<table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <thead> <tr> <th>P.O</th> <th>PLO-2</th> <th>PLO-3</th> <th>PLO-4</th> <th>PLO-5</th> </tr> </thead> <tbody> <tr> <td>PO-1</td> <td>✓</td> <td></td> <td></td> <td></td> </tr> <tr> <td>PO-2</td> <td></td> <td>✓</td> <td></td> <td></td> </tr> <tr> <td>PO-3</td> <td></td> <td></td> <td>✓</td> <td></td> </tr> <tr> <td>PO-4</td> <td></td> <td></td> <td></td> <td>✓</td> </tr> </tbody> </table>						P.O	PLO-2	PLO-3	PLO-4	PLO-5	PO-1	✓				PO-2		✓			PO-3			✓		PO-4				✓																																																																											
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<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																																																																																																											
	<table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <thead> <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> </thead> <tbody> <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> </tbody> </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									✓	✓			✓	✓	✓	
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<b>Short Course Description</b>	The E-commerce course is an important foundation for students to understand various main aspects of modern electronic commerce. The material taught includes (1) Business-to-Business E-Commerce, which discusses transactions between companies online to increase operational efficiency and scale. (2) Mobile commerce and the Internet of Things (IoT) are also in focus with an exploration of how these technologies are changing the way consumers interact with products and services. Concept (3) Intelligent (Smart) E-Commerce introduces a system that uses artificial intelligence to optimize user experience and business decision making. (4) Payment systems, such as e-wallets and digital payment systems, are an integral part of facilitating safe and efficient online transactions. (5) Supply Chain in E-Commerce discusses digital supply chain integration to optimize logistics and delivery processes. In addition, this course also explores (6) the regulatory, ethical, and social environment that surrounds e-commerce, as well as (7) globalization strategies, the role of MSMEs, and the implementation of technology in an increasingly connected global context.																																																																																																										
<b>References</b>	<b>Main :</b>																																																																																																										
		<ol style="list-style-type: none"> <li>1. Turban, E., King, D., Lee, J.K., Liang, T., Turban, D.C. Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</li> <li>2. Loudon, K. C. &amp; Traver, C.G. 2017. E-commerce business, technology, society thirteenth edition. Pearson</li> </ol>																																																																																																									
	<b>Supporters:</b>																																																																																																										

1. Zimmerman, Alan and Jim Blythe. (2013). Business to business marketing management: a global perspective, New York: Routledge.
2. GM. Susanto. (2021). The Power Of Digital Marketing. Elex Media Komputindo, Jakarta

**Supporting lecturer**  
 Rendra Arief Hidayat, S.Pd., M.Sc.  
 Loggar Bhilawa, S.E., M.Si., Ak.  
 Bayu Rama Laksono, M.Ak.

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	Understand and implement e-commerce frameworks and business models	1.Accuracy in describing e-commerce business concepts 2.Accuracy in implementing the e-commerce concept	<b>Criteria:</b> 1.Criteria: Descriptive rubric Accuracy of description and explanation 2.Non-test form: Summarize lecture material  <b>Form of Assessment :</b> Participatory Activities	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	Vi-Learning: SIDIA 3 X 50	<b>Material:</b> Social Computing and Commerce <b>References:</b> Turban, E. , Whiteside, J., King, D., & Outland, J. 2017. <i>Introduction to Electronic Commerce and Social Commerce Fourth Edition.</i> Springer  <b>Material:</b> Electronic Commerce: Definition and Concepts <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i>  <b>Material:</b> he Electronic Commerce Field: Growth, Content, Classification and a Brief History <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i>  <b>Material:</b> Drivers and Benefits of e-commerce <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i>  <b>Material:</b> Social Computing and Commerce <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i>	5%

2	Explanation of E-Commerce: Mechanisms, Platforms and Tools	<p>1.Accuracy in describing e-commerce mechanisms</p> <p>2.Accuracy in explaining the types of e-commerce platforms</p> <p>3.Accuracy in describing Equipment in preparing e-commerce</p>	<p><b>Criteria:</b></p> <p>1. Criteria: Descriptive rubric Accuracy of description and explanation</p> <p>2. Non-test form: Complete and answer practice questions</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	<p>3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50</p>	<p>ViLearning: SIDIA 3 X 50</p>	<p><b>Material:</b> E-Commerce Mechanism: An Overview <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Customer Shopping Mechanism: Webstores, Malls and Portals <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Merchandising Solutions : Electronic Catalogs, Search Engines, and Shopping Chart <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Auctions, Bartering and Negotiating Online <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> The future: Web 3.0, Web 4.0 and Web 5.0 <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p>	5%
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3	Able to explain retail in electronic commerce: products and services	<p>1.Accuracy in explaining Retailing in Electronic Commerce: Service</p> <p>2.Accuracy in explaining Retailing in Electronic Commerce: Product</p> <p>3.Able to provide real examples related to retail in electronic commerce: products and services</p>	<p><b>Criteria:</b></p> <p>1.Criteria: Descriptive rubric Accuracy of description and explanation</p> <p>2.Non-test form: Summarize lecture material</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 X 50	<p><b>Material:</b> Internet marketing and B2C Electronic Retailing  <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <p><b>Material:</b> E-Tailing Business Models  <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <p><b>Material:</b> Online Travel and Tourism service  <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <p><b>Material:</b> Employment and the online job market  <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <p><b>Material:</b> Online Real Estate, Insurance and Stock Trading  <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <p><b>Material:</b> Online Banking and personal finance  <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>	5%
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4	Able to explain Business-to-Business E-Commerce	<p>1.Accuracy in explaining the Business-to-Business ECommerce Concept</p> <p>2.Accuracy in explaining the Business-to-Business ECommerce Business model</p> <p>3.Accuracy of identifying the benefits and challenges of Business-to-Business ECommerce</p>	<p><b>Criteria:</b></p> <p>1.Criteria: Descriptive rubric Accuracy of description and explanation</p> <p>2.Non-test form: Preparing the group for the project</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	<p>3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50</p>	<p>ViLearning: SIDIA 3 x 50</p>	<p><b>Material:</b> Concept, characteristics, and models of B2B ecommerce <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> B2B Marketing : SellSide E-Marketplace <b>Bibliography:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Selling via e-auctions <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> One-from-many : eprocurement at buyside e-marketplace <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Reserve auctions at buy-side emarketplace(ETendering) <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Other e-procurement methods <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> B2B Exchange(EMarketplace): Definition and Concepts <b>Bibliography:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> B2B in Web 2.0 and social networking <b>References:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Collaborative Commerce <b>Bibliography:</b> <i>Turban, E., King, D., Lee, JK, Liang, T., Turban, DC Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p>	5%
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5	Able to explain innovative EC Systems: from E-Government to E-Learning, Knowledge Management, E-Health, and C2C Commerce	<ol style="list-style-type: none"> <li>1.Accuracy in explaining digital government</li> <li>2.Accuracy in explaining e-learning, e-training, and e-books</li> <li>3.Accuracy in explaining knowledge management, intelligent systems and robots</li> <li>4.Accuracy in explaining e-health</li> <li>5.Accuracy in explaining C2C e-commerce</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>1.Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>2.Non-test form: Summarize lecture material and prepare groups</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Digital government: An Overview <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> E-learning, E-training, and E-Books <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> E-Health <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Digital Disruption and Sharing Economy Models: Ride and Accomodations Sharing <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Person-to-person Electronic Commerce Models <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p>	2%
6	Able to explain mobile commerce and the internet of things	<ol style="list-style-type: none"> <li>1.Accuracy in explaining Mobile Commerce and The Internet of Things</li> <li>2.Accuracy in explaining security and privacy</li> <li>3.Accuracy in providing real examples of user experience</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>1.Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>2.Non-test form: Summarize lecture material and prepare groups</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Mobile Commerce: Concept, landscape, Attribute, Drivers <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> The Enabling Infrastructure: Components and Services <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Mobile Banking and Financial Application <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p> <hr/> <p><b>Material:</b> Mobile enterprise solutions: From Supporting the workplace to improving internal operations <b>Reference:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective, Springer. 2018</i></p>	2%

					<p><b>Material:</b> Mobile entertainment, gaming, consumer service and mobile marketing</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Location-based commerce</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Ubiquitous(Pervasive) computing</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Wearable Computing and smart gadgets : Watches, FitnessTrackers, ans smart glasses</p> <p><b>Reference:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer . 2018</p> <hr/> <p><b>Material:</b> Implementation issue in mobile commerce : from security</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>
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7	Able to explain about Intelligent (Smart) ECommerce	<p>1.Accuracy and mastery in understanding the concept of Intelligent (Smart) ECommerce</p> <p>2.Accuracy in explaining strategies to increase customer engagement through Intelligent E-Commerce</p> <p>3.Accuracy in analyzing the impact and benefits of using Intelligent E-Commerce for companies</p>	<p><b>Criteria:</b></p> <p>1. Criteria: Descriptive rubric Accuracy of description and explanation</p> <p>2. Non-test form: Summarize lecture material</p> <p><b>Form of Assessment :</b> Practice / Performance</p>	<p>3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50</p>	<p>ViLearning: SIDIA 3 x 50</p>	<p><b>Material:</b> Introduction to ecommerce intelligence <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> The essentials of AI <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Recent AI applications in E-Commerce <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Knowledge (Expert) System <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Intelligence personal assistants and robot advisers <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> The internet of things and ecommerce <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Selective demonstration of IoT in action <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>	2%
8	MIDTERM EXAM		<p><b>Criteria:</b></p> <p><b>Form of Assessment :</b> Project Results Assessment / Product Assessment</p>				20%



9	Able to explain social enterprise and other social commerce topics	<ol style="list-style-type: none"> <li>1.Accuracy in explaining social business and social enterprise</li> <li>2.Accuracy in explaining business-oriented public social networking</li> <li>3.Accuracy in explaining social enterprise networks</li> <li>4.Accuracy in explaining social networks-based job markets</li> <li>5.Accuracy in explaining social entertainment</li> <li>6.Accuracy in explaining social games and gamification</li> <li>7.Accuracy in explaining crowdsourcing and crowdfunding</li> <li>8.Accuracy in explaining social collaboration</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>1.Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>2.Non-test form: Preparing the project group</li> </ol> <p><b>Form of Assessment :</b> Participatory Activities</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Social commerce: Definitions and evolution <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> The content of the social commerce field <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> The benefits and limitations of social commerce <b>Reference:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social shopping : concepts, benefits and models <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social advertising: from viral advertising to microblogging and other promotions <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social customer service and CRM <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>	5%
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10	Able to explain E-Commerce security and fraud issues, as well as protection	<ol style="list-style-type: none"> <li>1.Accuracy in explaining security issue information</li> <li>2.Accuracy in explaining basic e-commerce security issues and landscape</li> <li>3.Accuracy in explaining technical malware attack methods</li> <li>4.Accuracy in explaining non-technical matters of phishing, spam and fraud</li> <li>5.Accuracy in explaining insurance model information and survival strategies</li> <li>6.Accuracy in explaining the protection of information systems and e-commerce</li> <li>7.Accuracy in explaining the protection of sellers and buyers from online fraud</li> <li>8.Accuracy in explaining implementing enterprisewide e-commerce security</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>1.Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>2.Non-test form: Summarize lecture material</li> </ol> <p><b>Form of Assessment :</b> Participatory Activities</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Social business and social enterprise <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Business-oriented public social networking <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Enterprise social network <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social network-based job markets <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social Entertainment <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social games and gamification <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Croudsourcing and Croudfunding <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p> <hr/> <p><b>Material:</b> Social Collaboration <b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>	5%
11	Able to explain electronic commerce payment systems and order fulfillment	Accuracy and mastery in understanding Marketing and Advertising in E-Commerce	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>1.Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>2.Non-test form: Summarize lecture material</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Online Customer Behavior ▪ Personalization and Behavior Marketing ▪ Market Research for E-Commerce ▪ Why web Advertising ▪ Online Advertising Methods ▪ Mobile Marketing and advertising ▪ Advertising strategies and promotions <b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer. 2018</p>	5%

12	Able to explain implementation issues: from globalization to justification, privacy and regulation	Accuracy and mastery in understanding E-Commerce Security and Fraud Issues and Protections	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>Non-test form: Summarize lecture material</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> The information security problem ▪ Basic E-Commerce security issues and landscape ▪ Technical malware attack methods : from viruses to denial of service ▪ Nontechnical methods : from phishing to spam and fraud ▪ The information assurance model and defense strategy ▪ Defining information system and ecommerce ▪ Consumer and seller protection from online fraud ▪ Implementation enterprise-wide ecommerce security</p> <p><b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer, 2018</p>	3%
13	Able to explain Order Fulfillment Along the Supply Chain in e-Commerce	Can explain Order Fulfillment Along the Supply Chain in e-Commerce	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>Criteria: Descriptive rubric Accuracy of description and explanation</li> <li>Non-test form: Participatory activities</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Order fulfillment and logistics : an overview ▪ Order fulfillment in make-to-order(MTO) and mass customizations ▪ Warehousing, robots, and warehouse management system ▪ Delivery to customers : From robot to drone ▪ Problems in order fulfillment problems along the way supply chain ▪ RFID as key enabler in supply chain management</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer, 2018</p>	2%
14	Able to explain EC Strategy, Globalization, SMEs, and Implementation	<ol style="list-style-type: none"> <li>Accuracy in creating an ecommerce business strategy</li> <li>Accuracy in creating simple e-commerce designs</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>Criteria: Descriptive rubric</li> <li>Project Results Assessment / Product Assessment</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Organizational strategy : concepts and overview ▪ Why justify ecommerce and social media investment ▪ A strategy for global ecommerce and social media ▪ Strategy for Small and Medium Sized Enterprise ▪ The implementation landscape ▪ Development strategies for ecommerce and social media projects ▪ Opportunities for success in e-commerce and social media</p> <p><b>Bibliography:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer, 2018</p>	2%
15	Able to explain E-Commerce: Regulatory, Ethical and Social Environment	<ol style="list-style-type: none"> <li>Accuracy in creating simple concepts for ecommerce applications</li> <li>Accuracy in analyzing SWOT</li> <li>Accuracy in creating e-commerce grand designs</li> </ol>	<p><b>Criteria:</b></p> <ol style="list-style-type: none"> <li>Criteria: Descriptive rubric</li> <li>Project Results Assessment / Product Assessment</li> </ol> <p><b>Form of Assessment :</b> Practice / Performance</p>	3 credits (1x(3x170')): TM (1x(3x50')): Explanation of material and discussion Project (1x(3x120')): project preparation 3 X 50	ViLearning: SIDIA 3 x 50	<p><b>Material:</b> Ethical Challenges and guidelines ▪ Intellectual property law and copyright infringement ▪ Privacy rights, protection and free speech ▪ Other legal issues ▪ Fake content on the web ▪ Public policy, taxation and political environments ▪ Societal Issues and Green EC ▪ The future of ECommerce</p> <p><b>References:</b> Turban, E., King, D., Lee, JK, Liang, T., Turban, DC <i>Electronic Commerce: A Managerial and Social Network Perspective</i>, Springer, 2018</p>	2%
16	FINAL EXAMS		<p><b>Criteria:</b></p> <p><b>Form of Assessment :</b> Project Results Assessment / Product Assessment</p>				30%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	30%
2.	Project Results Assessment / Product Assessment	50%
3.	Practice / Performance	20%
		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** 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.