



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

Document Code

### SEMESTER LEARNING PLAN

<b>Courses</b>	<b>CODE</b>	<b>Course Family</b>	<b>Credit Weight</b>	<b>SEMESTER</b>	<b>Compilation Date</b>																																																																		
ENTREPRENEURSHIP PRACTICE	6220103047	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	4	May 8, 2023																																																																		
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>	<b>Study Program Coordinator</b>																																																																			
	Mariana, S.Pd. MA		Lintang Venusita, S.E.,Ak., CA., M.Si	Dr. Rohmawati Kusumaningtias, S.E., Ak., MSA.																																																																			
<b>Learning model</b>	Project Based Learning																																																																						
<b>Program Learning Outcomes (PLO)</b>	<b>PLO study program that is charged to the course</b>																																																																						
	<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>Program Objectives (PO)</b>																																																																						
	<b>PO - 1</b>	Demonstrate a responsible attitude towards entrepreneurial work independently and in groups																																																																					
	<b>PO - 2</b>	Have an independent attitude and entrepreneurial spirit in completing project tasks																																																																					
	<b>PLO-PO Matrix</b>																																																																						
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>P.O</td> <td>PLO-3</td> <td>PLO-4</td> </tr> <tr> <td>PO-1</td> <td style="text-align: center;">✓</td> <td></td> </tr> <tr> <td>PO-2</td> <td></td> <td style="text-align: center;">✓</td> </tr> </table>				P.O	PLO-3	PLO-4	PO-1	✓		PO-2		✓																																																									
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	PO-1	✓																																																																					
PO-2		✓																																																																					
<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																																																																							
	<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> <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> </table>				P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																
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PO-1																																																																							
PO-2																																																																							
<b>Short Course Description</b>	This course contains plans and implementing business plans that have been created by referring to the concepts of Business Starting Strategy, Salesmanship, Business Performance Measurement, and Business Plans. The learning method used in the entrepreneurship practice course is project based learning																																																																						
<b>References</b>	<b>Main :</b>																																																																						
	<ol style="list-style-type: none"> <li>Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balance Scorecard. Working Paper. Harvard Business School. Harvard University : 10-0744. David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Manajemen Strategik Edisi 10. Jakarta : Salemba Empat6. Cravens, David W. &amp; Nigel F. Pearcy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Tim Kewirausaahn FE Unesa.2018. Buku Pedoman Praktek Kewirausahaan.</li> <li>Kaplan, Robert S. 2010. Conceptual Foundation of The Balance Scorecard. Working Paper. Harvard Business School. Harvard University : 10-074</li> <li>David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat</li> <li>Robinson &amp; Pearce. 2008. Manajemen Strategik Edisi 10. Jakarta : Salemba Empat</li> <li>Cravens, David W. &amp; Nigel F. Pearcy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.</li> <li>Tim Kewirausaahn FE Unesa.2018. Buku Pedoman Praktik Kewirausahaan.</li> </ol>																																																																						
	<b>Supporters:</b>																																																																						
	<ol style="list-style-type: none"> <li>Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN</li> </ol>																																																																						
<b>Supporting lecturer</b>	Lintang Venusita, S.E., M.Si., Ak. Mariana, S.Pd., M.A. Insyirah Putikadea , S.E., M.A.																																																																						
<b>Week-</b>	<b>Final abilities of each learning</b>	<b>Evaluation</b>	<b>Help Learning, Learning methods, Student Assignments, [ Estimated time]</b>	<b>Learning materials</b>	<b>Assessment Weight (%)</b>																																																																		

	stage (Sub-PO)	Indicator	Criteria & Form	Offline ( offline )	Online ( online )	[ References ]	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Preparing activities to start a business start-up.	<p>1.Accuracy in understanding the objectives of entrepreneurial practice activities</p> <p>2.Accuracy in identifying activities prepared for entrepreneurial practice</p> <p>3.Accuracy in reviewing business plans that have been made to be put into practice</p> <p>4.Accuracy in choosing an internship location according to the type of business start-up</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	<p>TM (1x(3x50')): Explanation of material and discussion</p> <p>BM (1x(3x60')): Comprehension of material</p> <p>PT (1x(3x60')): Individual Assignment</p> <p>2 X 50</p>	<p>Vi-Learning: SIDIA</p> <p>2 X 50</p>	<p><b>Material:</b> Building a Business Startup</p> <p><b>Library:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management Edition 10. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill. 7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%

2	Preparing activities to start a business start-up.	<ol style="list-style-type: none"> <li>1.Accuracy in understanding the objectives of entrepreneurial practice activities. (Understanding the objectives of entrepreneurial practical activities)</li> <li>2.Accuracy in identifying activities prepared for entrepreneurial practice. (Identifying activities prepared for entrepreneurship practice)</li> <li>3.Accuracy in reviewing business plans that have been made to be put into practice. (Reviewing the business plans that have been created for practical implementation)</li> <li>4.Accuracy in choosing an internship location according to the type of business venture (Selecting an internship location that aligns with the type of business venture)</li> </ol>	<b>Criteria:</b> Descriptive rubric  <b>Form of Assessment :</b> Participatory Activities	TM (1x(3x50')): Explanation of material and discussion BM (1x(3x60')): Comprehension of material PT (1x(3x60')): Individual Assignment 2 X 50	Vi-Learning: SIDIA 2 X 50	<b>Material:</b> Negotiation and internship preparation <b>Reference:</b> Kaplan, Robert S. 2010. <i>Conceptual Foundation of The Balance Scorecard. Working Papers. Harvard Business School. Harvard University: 10-074</i>	2%
3	Carry out and create business internship reports	<ol style="list-style-type: none"> <li>1.Accuracy in negotiating to get an internship place.</li> <li>2.Accuracy in identifying aspects that need to be observed.</li> <li>3.Accuracy in compiling observation results in the form of an internship report.</li> </ol>	<b>Criteria:</b> Descriptive rubric  <b>Form of Assessment :</b> Participatory Activities	TM (1x(3x50')): Explanation of material and discussion BM (1x(3x60')): Comprehension of material PT (1x(3x60')): Individual Assignment 2 X 50	Vi learning : SIDIA 2 X 50	<b>Material:</b> Business management <b>Reference:</b> David, Fred R. 2011. <i>Strategic Management: Concept. Jakarta: Salemba Empat</i>	2%
4	Carry out and create business internship reports	<ol style="list-style-type: none"> <li>1.Accuracy in negotiating to get an internship place</li> <li>2.Accuracy in identifying aspects that need to be observed</li> <li>3.Accuracy in compiling observation results in the form of an internship report</li> </ol>	<b>Criteria:</b> Descriptive rubric  <b>Form of Assessment :</b> Participatory Activities	TM (1x(3x50')): Explanation of material and discussion BM (1x(3x60')): Comprehension of material PT (1x(3x60')): Individual Assignment 2 X 50	Vi learning : SIDIA 2 x 50	<b>Material:</b> Business reporting management <b>Reader:</b> Robert T Kyiuosaki. 2004. <i>Rich Dad, Poor Dad. Jakarta: PT SUN</i>	2%

5	Can present internship reports in the form of presentations	<p>1.Accuracy in presenting internship results reports</p> <p>2.Accuracy in linking internship results with business plans to be carried out</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Practice / Performance</p>	<p>TM (1x(3x50')): Explanation of material and discussion</p> <p>BM (1x(3x60')): Comprehension of material</p> <p>PT (1x(3x60')): Individual Assignment 2 X 50</p>	vi learning SIDIA 2 x 50	<p><b>Material:</b> Internship Report</p> <p><b>Reader:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill. 7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
6	Can present internship reports in the form of presentations	<p>1.Present a report on the results of the internship</p> <p>2.Link the results of the internship with the business plan that will be carried out</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Practice / Performance</p>	<p>TM (1x(3x50')): Explanation of material and discussion</p> <p>BM (1x(3x60')): Comprehension of material</p> <p>PT (1x(3x60')): Individual Assignment 2 X 50</p>	Vi learning SIDIA 2 x 50	<p><b>Material:</b> Internship Report</p> <p><b>Reader:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill. 7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	1%

7	Starting the implementation of a business start-up	<p>1.Accuracy in coordinating business premises, resources, business strategies, business schedules, and other supporting capacities for starting a business</p> <p>2.Accuracy in starting a business start-up according to plan..</p> <p>3.Accuracy in recording business administration</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	Field practice 2 X 50	field practice 2 x 50	<p><b>Material:</b> Implementation of a business start-up</p> <p><b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
8	MIDTERM EXAM		<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Test</p>	MID SEMESTER EXAMINATION 2 X 50	MID SEMESTER EXAMINATION 2 X 50		10%

9	Business management	<p>1.Accuracy in identifying Segmenting Targeting Positioning (STP)</p> <p>2.Accuracy in identifying Customer value (Explaining Customer Value)</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Portfolio Assessment, Practice / Performance</p>	marketing practices in the field 2 X 50	marketing practices in the field 2 X 50	<p><b>Material:</b> Business management</p> <p><b>Reference:</b> Unesa <i>Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2.</i> Unesa FE <i>Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3.</i> Kaplan, Robert S. 2010. <i>Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5.</i> Robinson &amp; Pearce. 2008. <i>Strategic Management 10th Edition. Jakarta: Salemba Empat6.</i> Cravens, David W. &amp; Nigel F. Percy. 2006. <i>Strategic Marketing, 8th edition. McGraw-Hill.</i> 7. Unesa FE <i>Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
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10	Business development practices	<p>1.Accuracy in identifying Segmenting Targeting Positioning (STP)</p> <p>2.Accuracy in identifying Customer value (Explaining Customer Value)</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Participatory Activities, Portfolio Assessment</p>	marketing practices in the field 2 X 50	online marketing practices 2 X 50	<p><b>Material:</b> Business Development Practices</p> <p><b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management Edition 10. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
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11	Advanced business management practices	<p>1.Accuracy in developing a business based on plans that have been prepared</p> <p>2.Accuracy in evaluating products, packaging and marketing</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Forms of Assessment :</b> Participatory Activities, Portfolio Assessment, Practice / Performance</p>	Direct learning in the field 2 X 50	Direct learning in the field 2 X 50	<p><b>Material:</b> Business Development Practices</p> <p><b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management Edition 10. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
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12	Advanced business management practices	<p>1.Accuracy in developing a business based on plans that have been prepared.</p> <p>2.Accuracy in increasing sales</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Participatory Activities, Practice/Performance</p>	Direct learning in the field 2 X 50	Direct learning in the field 2 X 50	<p><b>Material:</b> Business Development Practices</p> <p><b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management Edition 10. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	2%
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13	Advanced business management practices	<p>1.Accuracy in developing a business based on plans that have been prepared</p> <p>2.Accuracy in developing marketing and building a brand</p>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Practice / Performance</p>	Direct learning in the field 2 X 50	Direct learning in the field 2 X 50	<p><b>Material:</b> Business Development Practices</p> <p><b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management Edition 10. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i></p>	3%
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14	Carrying out entrepreneurial activities	<ol style="list-style-type: none"> <li>1.Accuracy in carrying out joint entrepreneurial activities on campus</li> <li>2.Accuracy in building teamwork and the wider community</li> <li>3.Accuracy in creating business collaborations</li> </ol>	<p><b>Criteria:</b> Descriptive rubric</p> <p><b>Form of Assessment :</b> Portfolio Assessment, Practice / Performance</p>	Field activities 2 X 50	Field activities	<p><b>Material:</b> Entrepreneurial Celebration</p> <p><b>Library:</b> Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. <i>Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744.</i> David, Fred R. 2011. <i>Strategic Management: Concept.</i> Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. <i>Strategic Management Edition 10.</i> Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. <i>Strategic Marketing, 8th edition.</i> McGraw-Hill. 7. Unesa FE Entrepreneurship Team.2018. <i>Entrepreneurship Practice Handbook.</i></p>	5%
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15	Successfully implementing entrepreneurial activities and building partnerships with business people	<ol style="list-style-type: none"> <li>1.Accuracy in compiling business administration documents</li> <li>2.Accuracy in measuring business achievements</li> </ol>	<b>Criteria:</b> Descriptive rubric  <b>Form of Assessment :</b> Participatory Activities, Portfolio Assessment	practice on the field 2 X 50	practice on the field 2 x 50	<b>Material:</b> Final evaluation of business management <b>Reference:</b> <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya 2. Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard. Working Papers. Harvard Business School. Harvard University: 10-0744. David, Fred R. 2011. Strategic Management: Concept. Jakarta: Salemba Empat5. Robinson &amp; Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat6. Cravens, David W. &amp; Nigel F. Percy. 2006. Strategic Marketing, 8th edition. McGraw-Hill.7. Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook.</i>	10%
16	Final evaluation of business management and preparation of the final report	<ol style="list-style-type: none"> <li>1.Prepare business administration documents</li> <li>2.Measuring business achievements</li> <li>3.Create final business practice reports</li> </ol>	<b>Criteria:</b> Descriptive rubric  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Practice on the 2 x 50 field	Practice on the 2 x 50 field		50%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	17.67%
2.	Project Results Assessment / Product Assessment	50%
3.	Portfolio Assessment	10.17%
4.	Practice / Performance	11.17%
5.	Test	10%
		99.01%

#### 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.