



Universitas Negeri Surabaya
Faculty of Economics and Business
Islamic Economics Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date																																																																																																								
Entrepreneurship Practice	6020202076	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	4	July 21, 2021																																																																																																								
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator																																																																																																									
	Dr. Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI., Khusnul Fikriyah, S.E., M.SEI., Fitriah Dwi Susilowati, S.Sos., M.SM.		Dr. Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI.			Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI.																																																																																																									
Learning model	Project Based Learning																																																																																																														
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																																														
	PLO-5	Mastering theoretical concepts in the fields of Islamic Economics, Islamic Business and Islamic Finance in general and specifically to solve problems procedurally in accordance with the scope of work.																																																																																																													
	PLO-7	Able to design, implement and communicate research results by integrating the values and basic principles of Islamic Economics.																																																																																																													
	Program Objectives (PO)																																																																																																														
	PO - 1	Responsible for one's own work and can be given responsibility for entrepreneurial practices carried out both individually and in groups.																																																																																																													
	PO - 2	Able to master the theory of Entrepreneurship based on Sharia Economics, Sharia Business and Sharia Finance as a whole.																																																																																																													
	PO - 3	Able to carry out sustainable self-development through entrepreneurial practice activities to support entrepreneurial abilities based on Islamic economics.																																																																																																													
	PO - 4	Able to design business plans in accordance with Sharia concepts, and implement them in entrepreneurial activities.																																																																																																													
	PLO-PO Matrix																																																																																																														
		<table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>P.O</th> <th>PLO-5</th> <th>PLO-7</th> </tr> </thead> <tbody> <tr> <td>PO-1</td> <td style="text-align: center;">✓</td> <td></td> </tr> <tr> <td>PO-2</td> <td></td> <td></td> </tr> <tr> <td>PO-3</td> <td></td> <td style="text-align: center;">✓</td> </tr> <tr> <td>PO-4</td> <td></td> <td></td> </tr> </tbody> </table>						P.O	PLO-5	PLO-7	PO-1	✓		PO-2			PO-3		✓	PO-4																																																																																											
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																																															
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Short Course Description	This course contains the concept and application of 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 is Project Based Learning with a discussion system, project assignments and reflection. This course contains the concept and application of 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 is Project Based Learning with a discussion system, project assignments and reflection.																																																																																																														
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	<ol style="list-style-type: none"> 1. Bruce R. Barringer, R. Duane Ireland. 2019. Entrepreneurship: Successfully Launching New Ventures (5th Edition). Pearson. 2. Leonardus Saiman. 2020. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat. 3. Darmawan, Akhmad. 2021. Kewirausahaan Inovasi Dan Legalitas Bisnis. UMP Press. 4. Suryana. 2019. Kewirausahaan: Kiat dan Proses Menuju Sukses Edisi ke-4. Salemba Empat. 																																																																																																														
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1. David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat
2. Suryaningsih, Sri Abidah, Abdul Hafidz, Ahmad Ajib Ridlwan, Muhammad Farid Ilhamuddin, and Khusnul Fikriyah. 2021. "Rebranding Dan Peningkatan Kualitas Produk Air Minum Dalam Kemasan 'Maden' Pondok Pesantren Mamba'ul Ma'arif Jombang". Inspirasi: Jurnal Pengabdian Dan Pemberdayaan Masyarakat 1 (1):1-13. <https://journal.inspirasi.or.id/jppm/article/view/18>.
3. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya
4. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya
5. Kaplan, Robert S. 2010. Conceptual Foundation of The Balance Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.

Supporting lecturer
 Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI.
 Khusnul Fikriyah, S.E., M.SEI.
 Yan Putra Timur, S.M., M.SEI.
 Fitriah Dwi Susilowati, S.Sos., M.SM.

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	Formulate a Strategy for Starting a Business	1. Students are able to differentiate between forms of business. 2. Identify the advantages and disadvantages of business forms 3. Formulate techniques and strategies for starting a business	Criteria: Scoring guidelines Form of Assessment : Project Results Assessment / Product Assessment	Discussion about: Forms of business, advantages and disadvantages of forms of business, techniques and strategies for starting a business. 2 X 50		Material: Forms of business, advantages and disadvantages of forms of business, techniques and strategies for starting a business. References: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	4%

2	Students are able to understand the concept of salesmanship.	<ol style="list-style-type: none"> 1. Describe the concepts and elements in selling 2. Mention the character of the seller's requirements 3. Mention the types of buyers 4. Review the sales process 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures using project based learning Discussion on: Concepts and elements in selling, Character requirements of sellers, types of buyers, and Sales process 2 X 50		<p>Material: 1. Concept and elements in selling 2. Character requirements of sellers 3. Types of buyers 4. Sales process Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Concept and elements in selling 2. Character requirements of sellers 3. Types of buyers 4. Sales process 1. Concepts and elements in selling 2. Character requirements of sellers 3. Types of buyers 4. Sales process Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Concepts and elements in selling 2. Character requirements of sellers 3. Types of buyers 4. Sales process References: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p> <hr/> <p>Material: 1. Concepts and elements in selling 2. Character requirements of sellers 3. Types of buyers 4. Sales process References: <i>Cravens, David W & Nigel F Percy. 2006. Strategic Marketing, 8 th edition. McGraw-Hill</i></p>	4%
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3	Evaluation of Business Performance Measurements	<ol style="list-style-type: none"> 1. Analyzing financial reports 2. Analyzing break even point analysis 3. Analyze cash flow 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Lectures using project based learning Discussions on: Financial report analysis, Break Even Point Analysis, Cash flow analysis 2 X 50		<p>Material: 1. Financial report analysis 2. Break Even Point analysis 3. Cash flow analysis Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Financial report analysis 2. Break Even Point analysis 3. Cash flow analysis Reference: <i>FE Unesa Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Financial statement analysis 2. Break Even Point analysis 3. Cash flow analysis References: <i>Robinson & Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat</i></p>	5%
4	Analyze business plans	<ol style="list-style-type: none"> 1. Able to formulate a business plan 2. Able to prepare marketing plans 3. Able to prepare HR plans 4. Able to prepare operational plans 5. Able to draw up a financial plan 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Portfolio Assessment</p>	Lecture using project based learning Discussion on: Business Plan, Marketing Plan, HR Plan, Operational Plan, Financial Plan Task 2: Form a team consisting of 3 students, then prepare a business plan. 2 X 50		<p>Material: 1. Business Plan 2. Marketing Plan 3. HR Plan 4. Operational Plan 5. Financial Plan Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p> <hr/> <p>Material: 1. Business Plan 2. Marketing Plan 3. HR Plan 4. Operational Plan 5. Financial Plan Library: <i>Robinson & Pearce. 2008. Strategic Management 10th Edition. Jakarta: Salemba Empat</i></p> <hr/> <p>Material: 1. Business Plan 2. Marketing Plan 3. HR Plan 4. Operational Plan 5. Financial Plan Reader: <i>Cravens, David W & Nigel F Percy. 2006. Strategic Marketing, 8 th edition. McGraw-Hill</i></p>	3%

5	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Form of Assessment : Project Results Assessment / Product Assessment	Group Investigation 2 X 50 learning model		Material: 1. Internship at MSMEs Library: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya <hr/> Material: 1. Internship at MSMEs Library: Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya	5%
6	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Form of Assessment : Portfolio Assessment	Group Investigation 2 X 50 learning model		Material: 1. Internship at MSMEs Library: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya <hr/> Material: 1. Internship at MSMEs Library: Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya	7%
7	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Form of Assessment : Project Results Assessment / Product Assessment	Group Investigation 2 X 50 learning model		Material: 1. Internship at MSMEs Library: Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya <hr/> Material: 1. Internship at MSMEs Library: Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya	5%
8	Midterm Exam (UTS)		Form of Assessment : Practice/Performance, Test	2 X 50			15%

9	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Portfolio Assessment</p>	Out Class 2 X 50		<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	3%
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10	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Out Class 2 X 50		<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	6%
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11	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Out Class 2 X 50	<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	6%
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12	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Out Class 2 X 50		<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	5%
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13	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Out Class 2 X 50		<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event</p> <p>Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	5%
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14	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	<p>Criteria: Scoring guidelines</p> <p>Form of Assessment : Portfolio Assessment</p>	Out Class 2 X 50		<p>Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i></p>	7%
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15	Carrying out Field Practice	<ol style="list-style-type: none"> 1. Prepare sponsorship proposals 2. Identify business problems 3. Planning an entrepreneurial event 	Criteria: Scoring guidelines Form of Assessment : Project Results Assessment / Product Assessment	Out Class - Implementation of the 2 X 50 student entrepreneurship event		Material: 1. Preparing a sponsor proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i> <hr/> Material: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reader: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i> <hr/> Materials: 1. Preparing a sponsorship proposal 2. Identifying business problems 3. Designing an entrepreneurial event Reference: <i>Kaplan, Robert S. 2010. Conceptual Foundation of The Balanced Scorecard Working Paper. Harvard Business School. Harvard University :10-0744.</i>	5%
16	FINAL SEMESTER EXAMINATION (UAS)		Form of Assessment : Practice / Performance	2 X 50			15%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Project Results Assessment / Product Assessment	50%
2.	Portfolio Assessment	20%
3.	Practice / Performance	22.5%
4.	Test	7.5%
		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.