



**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	6020216059	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	3	July 27, 2021																																																																																																																
AUTHORIZATION		SP Developer	Course Cluster Coordinator	Study Program Coordinator																																																																																																																	
		Dr. Ahmad Ajib Ridwan, S.Pd., M.SEI. Clarashinta Canggih, S.E., CIFP. Khusnul Fikriyah, S.E., M.SEI.	Khusnul Fikriyah, S.E., M.SEI.	Dr. Ahmad Ajib Ridwan, S.Pd., M.SEI.																																																																																																																	
Learning model	Project Based Learning																																																																																																																				
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																																																				
	PLO-6	Able to master the basic concepts of research methodology and data analysis techniques in the fields of Islamic Economics, Islamic Business and Islamic Finance.																																																																																																																			
	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	Have ethics and work ethic according to Sharia in entrepreneurship.																																																																																																																			
	PO - 2	Able to master the theory of Sharia Economics, Sharia Business and Sharia Finance in entrepreneurship.																																																																																																																			
	PO - 3	Able to carry out continuous self-development in entrepreneurship to a higher level.																																																																																																																			
	PO - 4	Able to design business plans in accordance with Sharia concepts, and implement them in entrepreneurship																																																																																																																			
	PLO-PO Matrix																																																																																																																				
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Short Course Description	This course includes a discussion of the basic concepts of entrepreneurship, motivating oneself in realizing dreams, business opportunities and business ideas, business ethics, business plans, marketing plans in running a business, production plans in a business, human resources plans in a financial business plan in a business, compiling and presenting a business plan. Lectures are carried out using a project and problem based learning model, with a discussion system, project assignments and reflection.																																																																																																																				
References	Main :																																																																																																																				
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya 2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN. 4. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga 5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat. 																																																																																																																				
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Supporting lecturer	Dr. Ahmad Ajib Ridwan, S.Pd., M.SEI. Khusnul Fikriyah, S.E., M.SEI. Yan Putra Timur, S.M., M.SEI. Irfan Ramis, S.E., M.E. Dr. Moh Farih Fahmi, S.Pd., M.Pd. 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	Students are able to describe the basic concepts of entrepreneurship	1.Students are able to explain the meaning of the concept of entrepreneurship 2.Students are able to identify the mental attitude and character of entrepreneurs 3.Students are able to explain the types of entrepreneurship	Criteria: Scoring guidelines Form of Assessment : Participatory Activities	1. Lectures using problem based learning 2. Discussion on: Concept of entrepreneurship, mental attitude and entrepreneurial character, and types of entrepreneurship 2 X 50		Material: 1. Concept of entrepreneurship, 2. Mental attitude and entrepreneurial character 3. Types of entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	2%
2	Students are able to motivate themselves in realizing their dreams	1.Students are able to create dreams for themselves 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.	Criteria: Scoring Guidelines Form of Assessment : Participatory Activities	1. Lectures using problem based learning 2. Discussion on: Entrepreneurial motivation 2 X 50		Material: 1. Motivation for Entrepreneurial Dreams (Dream) Dreams must be SMART Dreams vs Mental Blocks 2. Building dreams with your own potential 3. Young people working 4. Self-reflection 5. Entrepreneurial success stories Library: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i>	3%
3	Students are able to describe business opportunities and business ideas	1.Students are able to explain business opportunities and ideas 2.Students are able to develop business ideas	Criteria: Scoring guidelines Form of Assessment : Participatory Activities	1. Lectures using problem based learning 2. Discussion about: Business, business opportunities and ideas, Developing business ideas 2 X 50		Material: 1. Business, business opportunities and ideas, 2. Developing business ideas Reader: <i>Robert T Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	5%
4	Students are able to understand business ethics	1.Students are able to differentiate between ethical business and unethical business 2.Students are able to explain the rights and obligations of entrepreneurs 3.Students are able to explain the various types of business permits	Criteria: Scoring Guidelines Form of Assessment : Portfolio Assessment	1. Lectures using problem based learning 2. Discussions about: Ethical and unethical business, Entrepreneurial rights and obligations, and Various Business Licenses 1 X 1		Material: 1. Ethical and unethical business, 2. Entrepreneurial rights and obligations 3. Types of business permits Library: <i>Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	5%
5	Students are able to understand business plans	1.Students are able to explain the meaning of a business plan 2.Students can explain the benefits of a business plan 3.Students are able to explain the purpose of a business plan 4.Students are able to explain the systematics of a business plan 5.Students are able to explain the canvas model business	Criteria: Scoring guidelines Form of Assessment : Portfolio Assessment	1. Lecture using problem based learning 2. Discussion on: Understanding business plans, Benefits of business plans, and Objectives of business plans 2 X 50		Material: 1. Understanding a business plan 2. Benefits of a business plan 3. Objectives of a business plan 4. Systematics of a business plan 5. Business model canvas Reference: <i>LeonardusSaiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	5%
6	Students are able to understand business plans	1.Students are able to explain the meaning of a business plan 2.Students can explain the benefits of a business plan 3.Students are able to explain the purpose of a business plan 4.Students are able to explain the systematics of a business plan 5.Students are able to explain the canvas model business	Criteria: Scoring guidelines Form of Assessment : Portfolio Assessment	1. Lectures using project based learning 2. Discussion on: Systematic business plans, and 2 X 50 canvas business models		Material: Understanding business plans 2. Benefits of business plans 3. Objectives of business plans 4. Systematics of business plans 5. Business model canvas Reference: <i>LeonardusSaiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	5%
7	Students are able to explain marketing plans in running a business	1.Students are able to explain Segmenting Targeting Positioning (STP) 2.Students are able to explain customer value 3.Students are able to explain the Marketing Mix	Criteria: Assessment rubric Form of Assessment : Portfolio Assessment	1. Lecture using problem based learning 2. Discussion on: Segmenting Targeting Positioning (STP), Customer value, and Marketing Mix (4P/7P) 2 X 50		Material: 1. Segmenting Targeting Positioning (STP), 2. Customer value Marketing Mix (4P/7P) References: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. ElexMedia Komputindo, Jakarta.</i>	5%

8	MIDDLE SEMESTER EXAMINATION (UTS)		Criteria: Assessment rubric Form of Assessment : Test	MIDDLE SEMESTER EXAMINATION (UTS) 2 X 50			15%
9	Students are able to explain the production plan in a business.'	<ol style="list-style-type: none"> 1.Students are able to explain how to make it 2.Students are able to identify material needs and how to obtain them 3.Students are able to identify the machines/equipment needed 4.Students are able to determine production targets 5.Students are able to calculate the cost of production 	Criteria: Assessment rubric Form of Assessment : Participatory Activities	<ol style="list-style-type: none"> 1. Lectures using problem based learning 2. Discussion about: How to make, needs and how to obtain, machines/equipment needed, production targets, and cost of production 2 X 50		Material: 1. How to make 2. Needs and how to get them 3. Machines/equipment needed 4. Production target 5. Cost of production Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	2%
10	Students are able to plan Human Resources in a business	<ol style="list-style-type: none"> 1.Students are able to identify workforce needs 2.Students are able to identify the skills needed 3.Students are able to determine working hours 4.Students are able to design compensation systems (salaries, wages, incentives) 5.Students are able to arrange personnel arrangements 	Criteria: Scoring Guidelines Form of Assessment : Participatory Activities	<ol style="list-style-type: none"> 1. Lectures using problem based learning 2. Discussion on: Labor needs, skills required, working hours, compensation system, and personnel composition 2 X 50		Material: 1. Labor requirements 2. Required skills 3. Working hours 4. Compensation system 5. Personnel composition Reference: <i>2016 PKM Guidelines. Directorate general of Learning and Student Affairs. Ministry of Research, Technology and Higher Education: Jakarta</i>	3%
11	Students are able to plan finances in a business	<ol style="list-style-type: none"> 1.Students are able to identify needs and sources of funds 2.Students are able to prepare a cash flow plan 3.Students are able to prepare financial report plans (Balance Sheet and Profit and Loss) 	Criteria: Scoring guidelines Form of Assessment : Project Results Assessment / Product Assessment	<ol style="list-style-type: none"> 1. Lecture using project based learning 2. Discussion about: Needs and sources of funds, cash flow plan, financial report plan (Balance Sheet and Profit and Loss) 2 X 50		Material: 1. Needs and sources of funds 2. Cash flow plan 3. Financial report plan (Balance Sheet and Profit and Loss) References: <i>Suryaningsih, Sri Abidah, Abdul Hafidz, Ahmad Ajib Ridlwan, Muhammad Farid Ilhamuddin, and Khusnul Fikriyah. 2021. "Rebranding and Improving the Quality of 'Maden' Bottled Drinking Water Products at the Mamba'ul Ma'arif Jombang Islamic Boarding School." Inspiration: Journal of Community Service and Empowerment 1 (1):1-13. https://journal.inspirasi.or.id/....</i>	5%
12	Students are able to prepare a business plan	Students are able to prepare a business plan	Criteria: Assessment rubric Form of Assessment : Project Results Assessment / Product Assessment	<ol style="list-style-type: none"> 1. Lecture using project based learning 2. Discussion about: Business Plan that will be made 3. Assignment: Prepare a 2 X 50 Business Plan 		Material: Business plan presentation Readers: <i>Suryaningsih, Sri Abidah, Abdul Hafidz, Ahmad Ajib Ridlwan, Muhammad Farid Ilhamuddin, and Khusnul Fikriyah. 2021. "Rebranding and Improving the Quality of 'Maden' Bottled Drinking Water Products at the Mamba'ul Ma'arif Jombang Islamic Boarding School." Inspiration: Journal of Community Service and Empowerment 1 (1):1-13. https://journal.inspirasi.or.id/....</i>	5%
13	Students are able to explain a business plan	Students are able to present a business plan	Criteria: Scoring Guidelines Form of Assessment : Project Results Assessment / Product Assessment	<ol style="list-style-type: none"> 1. Discussion about: Results of the Business plan that has been created and presented 2. Task: Present the Business Plan that has been prepared 2 X 50		Material: Business plan presentation Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
14	Students are able to explain a business plan	Students are able to present a business plan	Criteria: Scoring Guidelines Form of Assessment : Project Results Assessment / Product Assessment	<ol style="list-style-type: none"> 1. Discussion about: Results of the Business plan that has been created and presented 2. Task: Present the Business Plan that has been prepared 2 X 50		Material: Business plan presentation Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%

15	Students are able to explain a business plan	Students are able to present a business plan	Criteria: Scoring Guidelines Form of Assessment : Project Results Assessment / Product Assessment	1. Discussion about: Results of the Business plan that has been created and presented 2. Task: Present the Business Plan that has been prepared 2 X 50		Material: Business plan presentation Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
16	FINAL SEMESTER EXAMINATION (UAS)		Criteria: Assessment rubric Form of Assessment : Project Results Assessment / Product Assessment	FINAL SEMESTER EXAMINATION (UAS) 2 X 50			20%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	15%
2.	Project Results Assessment / Product Assessment	50%
3.	Portfolio Assessment	20%
4.	Test	15%
		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.
- Forms of assessment:** test and non-test.
- Forms of learning:** Lecture, Response, Tutorial, Seminar or equivalent, Practicum, Studio Practice, Workshop Practice, Field Practice, Research, Community Service and/or other equivalent forms of learning.
- Learning Methods:** Small Group Discussion, Role-Play & Simulation, Discovery Learning, Self-Directed Learning, Cooperative Learning, Collaborative Learning, Contextual Learning, Project Based Learning, and other equivalent methods.
- Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
- The assessment weight** is the percentage of assessment of each sub-PO achievement whose size is proportional to the level of difficulty of achieving that sub-PO, and the total is 100%.
- TM=Face to face, PT=Structured assignments, BM=Independent study.