



**Universitas Negeri Surabaya**  
**Faculty of Economics and Business**  
**Islamic Economics Undergraduate 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>																																	
International Business	6020202072		T=2 P=0 ECTS=3.18	6	July 18, 2024																																	
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>	<b>Study Program Coordinator</b>																																		
	.....		.....	Dr. Ahmad Ajib Ridlwan, S.Pd., M.SEI.																																		
<b>Learning model</b>	Case Studies																																					
<b>Program Learning Outcomes (PLO)</b>	PLO study program that is charged to the course																																					
	Program Objectives (PO)																																					
	PLO-PO Matrix																																					
		<table border="1" style="margin: auto;"> <tr> <td style="width: 10%;">P.O</td> <td colspan="15"></td> </tr> </table>					P.O																															
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	PO Matrix at the end of each learning stage (Sub-PO)																																					
	<table border="1" style="margin: auto;"> <tr> <td rowspan="2" style="width: 5%;">P.O</td> <td colspan="16" style="text-align: center;">Week</td> </tr> <tr> <td style="width: 3%;">1</td> <td style="width: 3%;">2</td> <td style="width: 3%;">3</td> <td style="width: 3%;">4</td> <td style="width: 3%;">5</td> <td style="width: 3%;">6</td> <td style="width: 3%;">7</td> <td style="width: 3%;">8</td> <td style="width: 3%;">9</td> <td style="width: 3%;">10</td> <td style="width: 3%;">11</td> <td style="width: 3%;">12</td> <td style="width: 3%;">13</td> <td style="width: 3%;">14</td> <td style="width: 3%;">15</td> <td style="width: 3%;">16</td> </tr> </table>					P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																						
<b>Short Course Description</b>	This course contains the concept of international business and the development of world markets, the terms, systems and methods used in international trade, the scope and environment of international trade, international business management systems, international business operations management systems and the use of payment instruments in completing trade between countries. . The learning method used is a combination of lecture methods, group discussions, and questions and answers at each meeting per subject.																																					
<b>References</b>	<b>Main :</b>																																					
	1. Griffin W., Pustay, Michael W. 2015. Bisnis Internasional. Edisi 8. Jakarta: Salemba Empat. 2. Hill, Charles W.L, 2007.International Business. Sixth Edition. McGraw Hill. New York 3. Ball, Donald A. dkk, 2005.Bisnis Internasional, Buku 1 dan 2 Edisi 9. Jakarta: Salemba Empat. 4. Rudy, May. 2002. Bisnis Internasional. Bandung: Refika.																																					
	<b>Supporters:</b>																																					
<b>Supporting lecturer</b>																																						
<b>Week-</b>	<b>Final abilities of each learning stage (Sub-PO)</b>	<b>Evaluation</b>		<b>Help Learning, Learning methods, Student Assignments, [ Estimated time]</b>		<b>Learning materials [ References ]</b>	<b>Assessment Weight (%)</b>																															
		<b>Indicator</b>	<b>Criteria &amp; Form</b>	<b>Offline ( offline )</b>	<b>Online ( online )</b>																																	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)																															

2	Able to explain the importance of cooperation between government organizations in the international environment	1. Identify and describe forms of government organizations 2. Explain the strengths of government organizations in international business		3 X 50 Assignment Method			0%
3	Able to describe ethics and responsibility in the context of international business	1. Describe the nature of ethics 2. Discuss ethics in cross-cultural and international contexts 3. Identify key elements in managing ethical behavior 4. Discuss social responsibility in an international cross-cultural context		1. Assignment Method 2. 3 X 50 discussion method			0%
4	Able to describe ethics and responsibility in the context of international business	1 Able to identify basic areas of social responsibility 2 Able to discuss how organizations manage social responsibility 3 Able to outline regulations in international ethics and social responsibility		3 X 50 discussion method			0%
5	Able to understand the role of international trade and investment	1. Explain the reasons for conducting international trade 2. Explain classical country-based international trade theory 3. Describe the use of modern company-based international trade theory for global strategy in business 4. Understand the basic theory of global-oriented entrepreneurship		1. Question and answer method 2. Discussion method 3. Reading literature and listening to students' explanations 3 X 50			0%
6	Able to understand the role of international trade and investment	1 Able to describe forms of international investment 2. Able to explain the importance of direct investment 3. Able to explain how supply, demand, political factors and their influence on direct investment		Question and answer method Discussion method 3 X 50			0%

7	Be able to explain how the current monetary system is based on inter-governmental cooperation	1. Explain the development of the formation of the world monetary system from the end of WWII to the present2. Explain balance sheet equilibrium and disequilibrium3. Identify the main foreign exchange exchanges in the world and understand changes in foreign exchange exchanges4. Describe the conflict over the central foreign exchange reserve asset of the US dollar national currency and the reasons for it as well as the use of SDR		1. Question and answer method 2. 3 X 50 assignment method		0%
8	MIDDLE SEMESTER EXAMINATION (UTS)			3 X 50		0%
9	Able to explain the formulation of national trade policies and international cooperation	1. Identify the advantages and disadvantages of adopting industrial policy2. analyze the role of domestic politics in formulating international trade policy3. explains techniques for promoting international trade		1. Discussion Method2. Task 3 X 50		0%
10	Understand and explain the concept of international competitive strategy and how companies use strategic planning to face international business opportunities and challenges	1. Discuss the challenges in international business2. Explain the steps in the global strategic planning process3. Understand the purpose of the vision, mission, goals, objectives, and strategy statements as well as organizational form 4. Understand: visionary leadership, management leadership, strategic leadership 5. Explain the difference between managers and leaders.6. Explain how an international corporation can maintain control over a business venture		1. Discussion method 2. Lecture method 3 X 50		0%

11	Understand and explain international corporate cooperation	1. Understand international corporate cooperation2. Explain the benefits of strategic alliances 3. Explain the weaknesses of strategic alliances 4. Understand the scope of strategic alliances		1. Lecture method 2. Question and answer method 3 X 50			0%
12	Explains how to assess and analyze international markets, as well as exploring ways in which international marketing differs from domestic marketing	1. explain the environment, indicators and international market factors as well as estimate market demand and market groups2. explains the differences between domestic marketing and international marketing, international marketing mix standards, and international marketing mix strategies		1. Lecture2. Discussion3. Task 3 X 50			0%
13	Able to understand and explain how operations in international organizations include international supply chain management	1. explain the nature of global operational management2. explain five global sourcing arrangements and their additional costs3. explain how manufacturing systems and global supply chain management are 4. explains how operational processes are in international service companies		1. Tasks2. Discussion 3 X 50			0%

14	Able to understand and explain how to manage human resources in international business	<p>1.Explain regional and cultural differences in labor conditions</p> <p>2.Explain the nature of HR management</p> <p>3.Explains how the workforce recruitment and selection system works in global companies</p> <p>4.Understand the forms of training and development programs in global companies</p> <p>5.Explains what the compensation package is for foreign workers</p> <p>6.Explain the process of retention and turnover of foreign workers</p>		<p>1. Discussion</p> <p>2. Questions and Answers</p> <p>3. Task</p> <p>3 X 50</p>			0%
15	Able to understand foreign exchange and international financial markets	<p>1. Describe the demand and supply of foreign exchange prices</p> <p>2. Discuss the role of international banks in foreign markets</p> <p>3. using spot and forward markets in conducting international transactions</p> <p>4. explain the role of market arbitrage in the foreign exchange market</p> <p>5. discuss important aspects of international capital markets</p>		<p>1. Discussion</p> <p>2. Questions and Answers</p> <p>3. 3 X 50</p> <p>Demonstration</p>			0%
16	FINAL SEMESTER EXAMINATION (UAS)			3 X 50			0%

**Evaluation Percentage Recap: Case Study**

No	Evaluation	Percentage
		0%

**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** 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.