

Universitas Negeri Surabaya Faculty of Economics and Business Master of Management Study Program

Document Code

				SEM	ESTER	LEAR	NING	6 Pl		J					
Courses				CODE		Course Fa	mily	Crea	dit We	ight		SEME	STER	Compilati Date	on
Business strategy			6110103312				T=3	P=0	ECTS	6=6.72		2	July 18, 20)24	
AUTHOR	IZAT	ION		SP Developer		Course Cluster Coordinator			ator	Study Program Coordinator					
										Dr. Andre Dwijanto Witjaksono, S.T., M.Si.					
Learning model		Project Based	Leann												
Program Learning		PLO study program that is charged to the course													
Outcom (PLO)		Program Objectives (PO)													
(1 20)		PLO-PO Matrix													
		P.O													
		PO Matrix at the end of each learning stage (Sub-PO)													
			P.O					Week							
				1 2	3 4	5 6 7	7 8	9	10	11	12	13	14	15 16	i
Short Course Descript	tion	Analyzing conc orientation, cus											ess, inc	cluding mai	rket
Reference	ces	Main :													
		2) Cha 3) La	arles \ wrenc	5. Yip. (200 W. L. Hill. (ce R. Jau n (terjemah	1998). <i>Glot</i> ch & Willia	b <i>al busines</i> am F. Glu	ss today ieck. (2	7.US	SA: N	lcGra	ww-Hi	ill.	iis dai	n kebijak	an
		Supporters:													
Supporti lecturer	ing	Prof. Dr. Sri Sei Dr. Yessy Artan													
Week- eac		inal abilities of ach learning tage Sub-PO)		Evalu		Help Learning, Learning methods, Student Assignments, [Estimated time]				Learning materials [References		Assessment Weight (%)			
		b-PO)	Ir	ndicator Criteria & Form			ffline(Online(online) ffline)		ie)]					
(1)		(2)		(3)	(4)		(5)			(6)		(7)	(8)	

-			I.	r	
1	explain the scope of business strategies and policies and be able to explain strategic management models	Students are able to explain and differentiate precisely the meaning of strategy and the differences between leaders and managers in responding to strategy	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%
2	explain the scope of business strategies and policies and be able to explain strategic management models	Students are able to explain and describe strategic management models and explain the importance of the strategy formulation stages	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%
3	explains the importance of identifying strategic issues in the strategic decision making stage	Students are able to explain the importance of the strategic issue identification stage in the strategy formulation process and are able to differentiate between strategic issues and non- strategic issues	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%
4	explains the importance of identifying strategic issues in a competitive corporate environment	Students are able to explain and describe the factors that influence business competitiveness, both from the company's external and internal environment, as well as the ability to avoid competition through the blue ocean strategy approach	Assignment to read literature, listen to student explanations and individual presentations. 3 X 50		0%
5	explains the importance of identifying strategic issues in a competitive corporate environment	Students are able to explain and describe the factors that influence business competitiveness, both from the company's external and internal environment, as well as the ability to avoid competition through the blue ocean strategy approach	Assignment to read literature, listen to student explanations and individual presentations. 3 X 50		0%
6	explains the importance of identifying strategic issues in a competitive corporate environment	Students are able to explain and describe the factors that influence business competitiveness, both from the company's external and internal environment, as well as the ability to avoid competition through the blue ocean strategy approach	Assignment to read literature, listen to student explanations and individual presentations. 3 X 50		0%

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7	explains the importance of identifying strategic issues in a competitive corporate environment	Students are able to explain and describe the factors that influence business competitiveness, both from the company's external and internal environment, as well as the ability to avoid competition through the blue ocean strategy approach	Assignment to read literature, listen to student explanations and individual presentations. 3 X 50		0%
8	UTS		3 X 50		0%
9	explains the importance of identifying strategic issues in the environment of collaborating companies	1. Students are able to explain various strategic issues in increasing the competitiveness of commodities or regions based on Porter's Diamond Theory 2. Students are able to explain the importance of business clusters in increasing business competitiveness 3. Students are able to explain the importance of cooperation between competing companies in the context of coopetition.	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%
10	explains the importance of identifying strategic issues in the environment of collaborating companies	1. Students are able to explain various strategic issues in increasing the competitiveness of commodities or regions based on Porter's Diamond Theory 2. Students are able to explain the importance of business clusters in increasing business competitiveness 3. Students are able to explain the importance of cooperation between competing companies in the context of coopetition.	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%
11	explain and differentiate various generic strategies.	Students are able to explain the importance of generic strategies in running a business and the ability to explain several types of generic strategies	Assignment to read literature, listen to student explanations and individual presentations 3 X 50		0%

12	formulate strategies using strategy matrix formulation approaches.	Students are able to go through the stages of strategy formulation using the IFE, EFE, IE and SWOT matrix approaches. Students are able to explain several matrix approaches in developing alternative strategies	Assignment to read literature, listen to student explanations and individual presentations 3 X 50	0%
13	formulate strategies using strategy matrix formulation approaches.	Students are able to go through the stages of strategy formulation using the IFE, EFE, IE and SWOT matrix approaches. Students are able to explain several matrix approaches in developing alternative strategies	Assignment to read literature, listen to student explanations and individual presentations 3 X 50	0%
14	Conduct alternative evaluations.	Students are able to evaluate alternative strategies. Techniques for evaluating alternative strategies based on suitability, feasibility and acceptability	Assignment to read literature, listen to student explanations and individual presentations 3 X 50	0%
15	Explain the mechanisms of corporate governance and business ethics	Students are able to explain the definition of corporate governance. Students are able to understand aspects of corporate governance	Assignment to read literature, listen to student explanations and individual presentations 3 X 50	0%
16	UAS		3 X 50	0%

Evaluation Percentage Recap: Project Based Learning

No Evaluation Percentage 0%

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.
- 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.