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<tr><td rowspan="2"></td><td rowspan="2" colspan="3">Universitas Negeri Surabaya
Faculty of Economics and Business Master
of Management Study Program</td><td>Document Code</td></tr>
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						Document Code
	Universitas Negeri Surabaya **Faculty of Economics and Business Master** **of Management Study Program**					

SEMESTER LEARNING PLAN

Courses		**CODE**	**Course Family**		**Credit Weight**			**SEMESTER**	**Compilation Date**
Managerial Economics		6110103001			**T=3**	**P=0**	**ECTS=6.72**	1	July 17, 2024

AUTHORIZATION		**SP Developer**		**Course Cluster Coordinator**	**Study Program Coordinator**
		....		....	Dr. Andre Dwijanto Witjaksono, S.T., M.Si.

Learning model	**Case Studies**

Program Learning Outcomes (PLO)	**PLO study program which is charged to the course**
	Program Objectives (PO)
	PLO-PO Matrix
	<table><tr><td>P.O</td></tr></table>
	PO Matrix at the end of each learning stage (Sub-PO)

P.O	Week															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

Short Course Description	Description: This course contains basic concepts of managerial economics, optimization techniques, supply and demand analysis, elasticity, consumer behavior analysis, basic concepts of production analysis, basic concepts of cost analysis, market structure and market determination, industrial project investment analysis which is used as a tool for entrepreneur policy making and case studies of company policy determination. The learning method used is Cooperative Learning (CL) Problem Base Learning (PBL) to foster social sensitivity and high concern for society and the environment as creations of Almighty God, based on the character of being intelligent, thorough and tough in decision making.

References	**Main :**	
	1. Dominick Salvator.2003 . Manajerial Economics .Edisi 4 jilid 2 Jakarta, Erlangga Lincolin Arsyad.2001. Ekonomi Manajerial . Jakarta, BPFE. Yoopi Abimanyu. 2004. Ekonomi Manajerial . Bogor, Ghelia Indonesia. Vincent Gasperz.2001. Ekonomi Manajerial . Jakarta, Gramedia William F. Samuelson Dan Stephen G. Marks.2010. Managerial Economics. New York, John Willy and Soni. Baye, Michael R.2011. Managerial Economics and Business Strategy. Mc Graw-Hill	
	Supporters:	

Supporting lecturer	Prof. Dr. Jun Surjanti, S.E., M.Si. Dr. Lucky Rachmawati, S.E., M.Si.

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 | Understand the scope of managerial economics | (1) explain the meaning of managerial economics (2) explain the scope and reasons for studying managerial economics (3) be able to explain the relationship between managerial economics and economic theory, business administration studies and decision making | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50 | | | 0% |
| 2 | Understand the scope of managerial economics | (1) Able to explain company theory (2) Able to apply profit and its functions (3) Able to apply the concept of Total Business Management in a modern industrial system | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and conscientiousness 3 X 50 | | | 0% |

| 3 | Analyzing Optimization Techniques | (1) Analyze the method of presenting the relationship between economic variables (2) analyze the relationship curve between total, average and marginal values (3) explain the rules for deriving a function. (4) explains function optimization with managerial variables (5) explains optimization with constraint variables | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and independence 3 X 50 | | | | 0% |
| 4 | Applying demand and supply theory in managerial decision making | (1) Explain the basic concepts of demand theory (2) Explain demand analysis and changes in demand in total business management | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and independence 3 X 50 | | | | 0% |

| 5 | Applying demand and supply theory in managerial decision making | (1) Apply the basic concepts of supply theory (2) Explain supply analysis and changes in supply (3) Analyze market balance analysis | **Criteria:**
1. Assignment Assessment Criteria:
2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10))
3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10))
4. Participation
5. Attendance (60); Asking (10); Opinionated (10); Consultative (10); Creative (10)
6. Composition: (SCORES 100)
7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20%
8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and resilience
3 X 50 | | | 0% |
| 6 | Apply elasticity analysis to decision making | (1) Explain the relationship between demand elasticity and total revenue (2) Explain the relationship between demand elasticity and marginal revenue (3) Be able to explain advertising elasticity of demand (4) Analyze elasticity in decision making | **Criteria:**
1. Assignment Assessment Criteria:
2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10))
3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10))
4. Participation
5. Attendance (60); Asking (10); Opinionated (10); Consultative (10); Creative (10)
6. Composition: (SCORES 100)
7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20%
8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Assignment to read literature and listen to students' explanations about monopolistic competition markets and product differentiation and industrial structure
3 X 50 | | | 0% |

7	Applying regression analysis tools for estimation in the context of company decision making	(1) Designing demand estimates and demand forecasting (2) Applying a marketing research approach in estimating demand (3) Applying demand estimates using regression analysis	**Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0)	Problem Base Learning (PBL) to foster social sensitivity and high concern for society and the environment as God's Creation and intelligent 3 X 50			0%
8	UTS			3 X 50			0%
9	Analyzing Consumer Behavior	(1) explain the basic principles of consumer satisfaction (2) explain the concept of maximizing consumer satisfaction (3) outline the steps in consumer satisfaction research	**Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0)	Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and conscientiousness 3 X 50			0%

| 10 | Reading the book Analysis of Production Theory in combining production factors | (1) analyze the basic concepts of production systems and production functions (2) apply the use of short-term production functions (3) apply long-term production functions | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's Almighty Creation and conscientiousness 3 X 50 | | | 0% |
| 11 | Analyzing production costs for management policy making | (1) Applying competitive advantage through reducing production costs in a business (2) Explaining the relationship between short-term production costs and short-term production (3) Analyzing short-term production function estimates | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50 | | | 0% |

| 12 | Analyzing production costs for management policy making | (1) design estimates of the long-term production function (2) analyze turnover costs (3) analyze profit contribution | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50 | | | 0% |
| 13 | Analyzing market structure for management policy making | (1) explain the assumptions underlying market form (2) analyze the structure of a perfectly competitive market | **Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0) | Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50 | | | 0% |

No								
14	Analyzing market structure for management policy making	(1) analyze monopoly market structure (2) analyze monopoly competition market structure (3) analyze oligopoly market structure (4) determine prices in oligopoly market structure	**Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0)	Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50				0%
15	Analyze project investments to determine management policies	(1) analyze the main framework for industrial project investment analysis (2) determine industrial project evaluation criteria (3) analyze industrial project investment	**Criteria:** 1. Assignment Assessment Criteria: 2. Surveys, papers and PPT: (1) Appropriate Topic (2) Original Assignment (3) Creativity (Very Good (60); Good (40); Fair (20); Not good (10)) 3. Discussion: (1) Presentation of the paper (2) Argumentation (3) Comprehensiveness (Very Good (40); Good (30); Fair (20); Not Good (10)) 4. Participation 5. Attendance (60);Asking (10); Opinionated (10);Consultative (10);Creative (10) 6. Composition: (SCORES 100) 7. UTS UAS ASSIGNMENT PARTICIPATION: 80% CHARACTER 20% 8. Character: 20% (Very Good (20); Good (15); Fair (10); Not Good (0)	Cooperative Learning (CL) to foster social sensitivity and high concern for society and the environment as God's creation and intelligent 3 X 50				0%
16	UAS			3 X 50				0%

Evaluation Percentage Recap: Case Study

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.

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.