

Module Description

MPKP 301 Entrepreneurship

Module Name	Entrepreneurship
Module Level, if applicable	Undergraduate Programme
Code, if applicable	MPKP 301
Subtitle, if applicable	-
Course, if applicable	-
Semester (s) in which the module is taught	6 th Semester
Module Coordinator (s)	Firman Shantya Budi, S.Pd.,M.Sc
Lecturer	Risya Sasri, S.Si., M.Sc.
Language	Bahasa Indonesia
Relation to curriculum	Elective course for undergraduate programme in Chemistry
Type of teaching, contact hours	Decide teaching/training components for each course outcome • Theory/face to face lecture (for understanding) : 9 lecture meeting • Seminar (for communication skill) : 1 • Problem : 2 • Assignments : 2
Workload	(Estimated) Total workload: 2 x 2,83 hours = 5,66 hours per week. Contact hours (lecture): 2 x 0,83 hours = 1,66 hours per week Private study including examination preparation, specified in hours: 2 x 2 hours = 4 hours per week 2 x 50 minutes lectures, 2 x 60 minutes structured activity, 2 x 60 minutes individual activity, 80 total hours
Credit Points	2 (3.34 ECTS)
Requirements according to the examination regulations	Registered in this course Minimum 75% attendance in this course
Learning goals/competencies:	Intended Learning Outcomes (ILO) After taking this course, students will be able to:

	- LO-1 - LO-2								
Module objectives	- The students are able to understand the development of entrepreneurship and the differences between employees and entrepreneurs. - The students are able to understand the concept of business management and strategies to win business competition by understanding the factors of the competitive environment. - The students are able to understand the skills of selling and negotiating in entrepreneurship.								
Content	- Introduction to Basic Concepts of Entrepreneurship and Personal Entrepreneurial Attitudes. - Starting a New Business and Business Development Model - Organization and Business Management, Techniques, and Marketing Strategies - Product and Pricing Determination - Financial Management and Planning - Factors for Success and Failure in Business - Creativity Theory in Entrepreneurship - Creative Businesses Oriented Toward the Market and Able to Compete - Concept of Business Management and Strategies to Win Business Competition - Sales Skills and Negotiation - How to Create a Business Plan								
Attribute Soft skill	Discipline, collaboration, responsibility, and argumentation in the natural classroom setting								
Recommended prerequisites	-								
Study and examination requirements and forms of examination	Students are considered to be competent and pass if they get at least 50% of the maximum final grade. The final grade (NA) is calculated based on the following : <table border="1"> <thead> <tr> <th>Assessment Components</th><th>Percentage Contribution</th></tr> </thead> <tbody> <tr> <td>Participation</td><td>10%</td></tr> <tr> <td>Assignment</td><td>20%</td></tr> <tr> <td>Mid-semester test</td><td>35 %</td></tr> </tbody> </table>	Assessment Components	Percentage Contribution	Participation	10%	Assignment	20%	Mid-semester test	35 %
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	Final semester test	35%
	Total	100%
	Mid and final semester tests are carried out as essay exams.	
Learning Methods	Case-Based Teaching Method	
Media employed	White board; power point presentation; and e-learning system	
Reading list	1. Justin G. Longenecker, Carlos W. Moore, J. William Petty, “Small Business Management “ @ 2000 South-Western College Publishing. 2. Jeff Madura. “ Introduction to Business 2nd Edition “ 2001 by South-WesternCollege Publishing., a Division of Thomson Learning. 3. Mudjiarto, Aliaras Wahid “Kewirausahaan” Motivasi dan Prestasi dalam Karir Wirausaha – UIU University Press 2008.	