

Rencana Pembelajaran Semester

	KEMENTERIAN RISET, TEKNOLOGI DAN PENDIDIKAN TINGGI UNIVERSITAS NEGERI SURABAYA FAKULTAS EKONOMI Kampus Ketintang Surabaya 60231 Telp: (031) 8285362, 8280009 Ps.700-710 Fax (031) 8293416					Document Code
SEMESTER LESSON PLANE						
COURSE	CODE	CLUSTER	WEIGHT (credits)		SEMESTER	Compilation Date
Enterpreneurship	8720902096		T=2	P=1	3	5 Mei 2018
OTORIZATION	Developer		Coordinator		Head of the Study Program	
	 Vivi Pratiwi S.Pd., M.Pd.		 Dr. Susanti, M.Si.		 Dr. Luqman Hakim, M.SA.	
Program Learning Outcome (PLO)	PLO charged in this course					
	PLO4	Able to internalize an entrepreneurial spirit, namely independent, creative, resilient and innovative				
	PLO5	Able to show a responsible attitude to the achievement of individual and group work, supervision and evaluation of work completion				
	PLO7	Able to use accounting and finance concepts in accounting and finance learning				
	PLO9	Able to make appropriate decisions in the context of problem solving in their area of expertise, based on the information and data analysis result				
	Course Learning Outcome					
	CLO1	Have the character of an entrepreneurial spirit that is independent, creative and innovative in learning (PLO 4)				
	CLO2	Solve problems procedurally, monitoring and evaluating work completion both in individual and group work (PLO 5)				
	CLO3	Formulate in the preparation of an IT-based business plan in accordance with the theoretical concepts of the field of entrepreneurship in an effort to develop an entrepreneurial spirit in depth (PLO 7)				
	CLO4	Make decisions and adapt to the work environment and able to work together in groups (PLO 9)				

	9. Understanding, The benefits, Goals, and Systematics of Business Plans 10. Bisnis Model Canvas 11. Segmenting Targeting Positioning (STP) 12. Customer Value 13. Marketing Mix 14. Production Target 15. Cost Of Production 16. Labor 17. Skills Required 18. Compensation System 19. Personnel Structure 20. Needs and Sources of Funds 21. Cash Flow 22. Financial Statements (Balance sheet and Profit and Loss) 23. Drawing Up a Business Plan	
References	Primary :	
	1. Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS 2. 2015 FE Unesa Entrepreneurship Team. Entrepreneurship. UNIPRESS 3. Kiyosaki, Robert T. (2004). Rich Dad, Poor Dad. Jakarta: PT SUN 4. Hendro.MM (2011). Entrepreneurship Basics. Jakarta: Erlangga 5. Saiman, Leonardus. (2009). Entrepreneurship, Theory, Practice and Cases. Four Salemba 6. Osterwalder, Alexander and Yves Pigneur., (2014). Business Model Generation. PT. Elex Media Komputindo: Jakarta	
	Supporters:	
	1. PKM Guidelines (2016). Directorate General of Learning and Student Affairs. Kemenristekdikti: Jakarta 2. PMW Guidelines. (2021). Unesa Career Center Unit. Surabaya State University: Surabaya	
Supporting lecturer	Dr. Susanti, M.Si Drs. Eko Wahjudi, M.Si. Irin Widayati, S.Pd., M.Pd. Vivi Pratiwi, S.Pd., M.Pd.	
Requirements course	-	

Week	The final ability of each learning stage (Sub-CLO)	Evaluation		Aid Learning, Learning methods, Student Assignment, [Estimated time]		Learning materials [References]	Rating Weight (%)
		Indicators	Criteria & Shapes	Offline	Online		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Students are able to describe the basic concepts of entrepreneurship.	1. Differentiate the forms of business 2. Identify the advantages and disadvantages of business forms 3. Formulate techniques and strategies for starting a business	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels.	1. The Concept Of Entrepreneurs hip 2. The Mental attitude and the Character of the Entrepreneur 3. Kinds of Entrepreneur Mandatory Books 1-6	6,25%
2	Students are able to motivate themselves in realizing dreams	1. Able to make the dream for themselves 2. Able to determine how that dream was achieved 3. Able to Combine dreams with the realities	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Entrepreneur Motivation Mandatory Books 1-6	6,25%

		of the needs of the community 4. Able to formulate what became of desire in a career for themselves					
3	Students are able to describe business opportunities and business ideas	1. Able to explain opportunities and business ideas 2. Able to develop business ideas	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Business, Opportunities and Business Ideas Mandatory Books 1-6	6,25%
4	Students are able to understand the business ethics	1. Able to explain the difference between ethical businesses and unethical businesses 2. Able to explain the rights and obligations of	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Business Ethical and Not Etiis 2. The rights and Obligations of the Entrepreneur 3. Kinds of Business License Mandatory Books 1-6	6,25%

		entrepreneur s 3. Able to explain various business licenses					
5-6	Students are able to understand the business plan.	1. Able to explain the understanding of the business plan 2. Able to explain the benefit of the business plan 3. Able to explain the purpose of the business plan 4. Able to explain the systematics of the business plan 5. Able to explain the business canvas model business plan	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Understanding, The benefits, Goals, and Systematics of Business Plans 2. Bisnis Model Canvas Mandatory Books 1-6	6,25%

7	Students are able to explain the marketing plan in running business	1. Able to explain <i>Segmenting Targeting Positioning</i> (STP) 2. Able to explain Customer value 3. Able to explain Marketing Mix	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Segmenting Targeting Positioning (STP) 2. Customer Value 3. Marketing Mix Mandatory Books 1-6	12,5%
8	Mid-Semester Evaluation / Mid-Semester Exam						6,25%
9	Students are able to explain the production plan in a business	1. Able to explain how to makes product 2. Able to identify material needs and how to obtain 3. Able to identify the machine / equipment needed 4. Able to determine production targets	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Production Target 2. Cost Of Production Mandatory Books 1-6	6,25%

		5. Able to calculate the cost of production					
10	Students are able to plan the human resources in a business	1. Able to identify labor needs 2. Able to identify the skills needed 3. Able to determine working hours 4. Able to plan the compensation system (salary, wages, incentives) 5. Able to draw up personnel arrangement	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning 4. Problem Based Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Labor 2. Skills Required 3. Compensation System 4. Personnel Structure Mandatory Books 1-6	6,25%
11	Students are able to plan the finances in a business	1. Able to identify needs and sources of funds 2. Able to draw up cash flow plan 3. Able to draw up financial statement plan (Balance	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Essay Problems	Lecture: 1. Lectures 2. Discussion 3. Cooperative Learning 4. Problem Based Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material	1. Needs and Sources of Funds 2. Cash Flow 3. Financial Statements (Balance sheet and Profit and Loss) Mandatory Books 1	6,25%

		Sheet and Profit and Loss)			presented in order to think high levels		
12	Students are able to draw up a business plan	1. Able to draw up business plan	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Speaking test	Kuliah: 1. Lectures 2. Discussion 3. Cooperative Learning	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Drawing Up a Business Plan Mandatory Books 1-6	6,25%
13-15	Students are able to explain the business plan	1. Able to presentation Business Plan	Criteria: Oral test scoring rubric Non Test and Test Forms: 1. Speaking test	Kuliah: 1. Presentation 2. Discussion 3. Cooperative Learning 4. Assignment: Making Business Plan	E-learning: Take and give, cooperative learning, providing short, clear, and solid information that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	1. Drawing Up a Business Plan Mandatory Books 1-6	18,75%
16	Final Semester Evaluation / Final Semester Exam						6,25%

Notes:

1. **Learning Outcomes of Graduates of PRODI (CPL-PRODI)** are abilities possessed by each PRODI graduate which is an internalization of attitudes, mastery of knowledge and skills in accordance with the level of the study program obtained through the learning process.

2. **CPL that is charged on courses** are some of the learning outcomes of the study program graduates (CPL-PRODI) which are used for the formation / development of a course which consists of aspects of attitude, general skills, special skills and knowledge.
3. **Course CP (CPMK) is an ability that** is described specifically from the CPL charged on a course, and is specific to the study material or learning material for that course.
4. **Subject Sub-CP (Sub-CPMK)** is an ability that is described specifically from the CPMK which can be measured or observed and is the final ability planned at each learning stage, and is specific to the subject matter learning.
5. **Indicators of ability assessment** 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 measures or benchmarks for learning achievement in assessments based on predetermined indicators. Assessment criteria are guidelines for assessors so that the assessment is consistent and unbiased. The criteria can be either quantitative or qualitative.
7. **Forms of assessment:** test and non-test.
8. **Forms of learning:** Lectures, Responses, Tutorials, Seminars 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 the study material which can be presented in the form of several main topics and sub-topics.
11. **The weight of the assessment** is the percentage of the assessment of each sub-CPMK achievement which is proportional to the difficulty level of achieving the sub-CPMK, and the total is 100%.
12. TM = Face to face, PT = structured assignment, BM = independent study.