Rencana Pembelajaran Semester

UNESA Universitas Negeri Surabaya	**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
Enterprenourship	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)

Expected ability of each learning stage (Sub-CLO)

	Sub-CLO1	Students are able to describe the basic concepts of entrepreneurship. (CLO1, CLO3)
	Sub-CLO2	Students are able to motivate themselves in realizing dreams . (CLO1, CLO2, CLO3)
	Sub-CLO3	Students are able to describe business opportunities and business ideas. (CLO1, CLO3)
	Sub-CLO4	Students are able to understand the business ethics. (CLO1)
	Sub-CLO5	Students are able to understand the business plan. (CLO3)
	Sub-CLO6	Students are able to explain the matketing plan in running business. (CLO2, CLO3)
	Sub-CLO7	Students are able to explain the production plan in a business. (CLO2, CLO3)
	Sub-CLO8	Students are able to plan the human resources in a business. (CLO2, CLO3)
	Sub-CLO9	Students are able to plan the finances in a business. (CLO2, CLO3)
	Sub-CLO10	Students are able to draw up a business plan. (CLO1, CLO2, CLO3, CLO4)
	Sub-CLO11	Students are able to explain the business plan. (CLO1, CLO2, CLO3, CLO4)
		CLO Correlation to Sub CLO

	Sub-CLO1	Sub-CLO2	Sub-CLO3	Sub-CLO4	Sub-CLO5	Sub-CLO6	Sub-CLO7	Sub-CLO8	Sub-CLO9	Sub-CLO10	Sub-CLO11
CLO1	√	√	√	√						√	√
CLO2		√				√	√	√	√	√	√
CLO3	√	√	√		√	√	√	√	√	√	√
CLO4										√	√

Brief description of the course	This course covers the discussion of entrepreneurial concepts in an effort to develop an entrepreneurial spirit, namely the ability to motivate oneself to be able to seize business opportunities, create services, production, marketing, partnerships, and management, and be able to improve problem-solving skills in business with the preparation of a business plan.
Learning Materials	1. The Concept Of Entrepreneurship 2. The Mental attitude and the Character of the Entrepreneur 3. Kinds of Enterpreneur 4. Motivation Entrepreneur 5. Business, Opportunities and Business Ideas 6. Business Ethical and Not Etiis 7. The rights and Obligations of the Entrepreneur 8. Kinds of Business License 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 Entrepreneurship 2. The Mental attitude and the Character of the Entrepreneur 3. Kinds of Enterpreneur **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 of the needs of the community 4. Able to	**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. Enterpreneur Motivation **Mandatory Books 1-6**	**6,25%**

		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 entrepreneurs 3. Able toexplain various 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. Business Ethical and Not Etiis 2. The rights and Obligations of the Entrepreneur **3.** Kinds of Business License **Mandatory Books 1-6**	**6,25%**

		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 matketing plan in running business	1. Able to explain *Seg menting Targeting Positioning* (STP) 2. Able to explain	**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,	1. Segmenting Targeting Positioning (STP) 2. Customer Value 3. Marketing Mix **Mandatory Books 1-6**	**12,5%**

		Customer value 3. Able to explain Marketing *Mix*			as well as discussing the material presented in order to think high levels		
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 5. Able to calculate the cost of production	**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%**
10	Students are able to plan the human resources in a business	1. Able to identify labor needs 2. Able to identify the	**Criteria:** Oral test scoring rubric **Non Test and Test**	**Lecture:** 1. Lectures 2. Discussion 3. Cooperative Learning	**E-learning:** Take and give, cooperative learning, providing short, clear, and solid information	1. Labor 2. Skills Required 3. Compensation System 4. Personnel	**6,25%**

		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	**Forms:** 1. Essay Problems	4. Problem Based Learning	that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels	Structure **Mandatory Books 1-6**	
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 Sheet and Profit and Loss)	**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. Needs and Sources of Funds 2. Cash Flow 3. Financial Statements (Balance sheet and Profit and Loss) **Mandatory Books 1**	**6,25%**
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**	**Kuliah:** 1. Lectures 2. Discussion 3. Cooperative Learning	**E-learning:** Take and give, cooperative learning, providing short, clear, and solid information	1. Drawing Up a Business Plan **Mandatory Books 1-6**	**6,25%**

			Forms: 1. Speaking test		that demands rapid memory and understanding skills, as well as discussing the material presented in order to think high levels		
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**.**