Semester Lesson Plan (SLP)

	UNIVERSITAS NEGERI SURABAYA, FACULTY OF MATHEMATICS AND NATURAL SCIENCE PHYSICS PROGRAM STUDY	**Document code**

SEMESTER LESSON PLAN

COURSE	CODE	DISCIPLINE	CREDIT UNIT		SEMESTER	CREATED DATE
Entrepreneurship			**T = 2**	**P=0**	5	30 November 2019

AUTHORISATION	AUTHOR	COURSE COORDINATOR	HEAD OF STUDY PROGRAM
PHYSICS DEPARTMENT	Dr. Titin Sunarti, M.Si. Dr. Dwikoranto, M.Si. Setyo Admoko, S.Pd. M.Pd. Abu Zainudin, S.Pd.	**Dr. Titin Sunarti, M.Si.**	**Prof. Dr. Munasir, M.Si.**

Learning Achievement		
	Program Learning Outcome (PLO)	
	PLO-9	Able to work as an individual as well as a team effectively, have entrepreneurship skill and awareness of environmental issues.
	Course Learning Outcome (CLO)	
	CLO1	Understanding basic theory of entrepreneurships, challenges, opportunities, business opportunities, and strategies for catching the business opportunities
	CLO2	Having ability to create creative and innovative idea
	CLO3	Having ability to develop business plan and communicate it in writing and orally
	CLO4	Implementing business plan in entrepreneurial practice and communicating the results in writing and orally
	CLO5	Having intelligent, independent, honest, creative, cooperative, strong, frugal, and caring character in entrepreneurial practice activity
	Final competencies for each learning stage (Sub-CLO)	
	Sub-CLO1	Understanding basic theory of entrepreneurships and can analyse the entrepreneurial theories
	Sub-CLO1	Having ability to understand about challenges, opportunities, business opportunities, and strategies for catching the business opportunities
	Sub-CLO1	Having ability to understand about production, marketing, licensing, and management
	Sub-CLO2	Having ability to create creative and innovative idea

	UNIVERSITAS NEGERI SURABAYA, FACULTY OF MATHEMATICS AND NATURAL SCIENCE PHYSICS PROGRAM STUDY	Document code

SEMESTER LESSON PLAN

	Sub-CLO3	Having ability to develop business plan and communicate it in writing and orally
	Sub-CLO4	Implementing business plan in entrepreneurial practice and communicating the results in writing and orally
	Sub-CLO5	Having intelligent, independent, honest, creative, cooperative, strong, frugal, and caring character in entrepreneurial practice activity
Course Description	This course discusses about entrepreneurial concepts, entrepreneurial definition, entrepreneurial types, entrepreneurial value and behaviour, various theories of entrepreneurships, ideas and opportunities, creativity, innovation, business opportunities, trigger factors of entrepreneurship, process model of entrepreneurship, characteristics, functions and competence of entrepreneur. Business plan developing and the implementation.	
Topic Discussion: Learning Materials	1. Concept Motivation, nature, procedure, and entrepreneurship charactistics 2. Strategies for creating and catching business opportunities 3. Productions, marketing strategy, licensing, and finance. 4. Bussiness Planing, and entrepreneurial practices	
References	**Primary:**	
	Entrepreneurships Team of Unesa. 2016. *Kewirausahaan*. Unesa University Press. Dirjendikti. 2013, *Modul Pembelajaran Kewirausahaan*. Online	
	Secondary:	
	[1] sBlackwell, Edward.2011. *How to Prepare a Business Plan*. Kogan Page London. ISBN: 0-7494-41917 [2] Buchori Alma, 2005. *Kewirausahaan*. Penerbit : Alfabeta. [3] Jefffry A. Timmoons, dkk. 2007. *New Venture Creation: Entrepreneurship for 21st Century*. McGraww Hill Irwin. [4] Kasali, Rhenald,et.al. 2010. *Modul Kewirausahaan untuk Program Strata 1*, 1st edition. Jakarta. [5] Munandar.Utami. SC. .1999. *Kreativitas dan Keterbakatan*.. Gramedia Pustaka Utama. [6] Paley, Norton.2004. *Successful Business Planing*. Thorogood Publication. ISBN: 978-1854182777 [7] Suharyadi, dkk. 2008. *Kewirausahaan : Membangun Usaha Sukses Sejak Usia Muda*. Salemba Empat. [8] Suryana. 2008. *Kewirausahaan : Pedoman Praktis, Kiat dan Proses Menuju Sukses*. Penerbit: . Salemba Empat.	
Lecturer	Dr. Titin Sunarti, M.Si. Dr. Dwikoranto, M.Si. Setyo Admoko, S.Pd. M.Pd. Abu Zainudin, S.Pd.	

	UNIVERSITAS NEGERI SURABAYA, FACULTY OF MATHEMATICS AND NATURAL SCIENCE PHYSICS PROGRAM STUDY	Document code
	SEMESTER LESSON PLAN	

Pre-requisites	-						
Week	**Final competence in each learning step (Sub-CLO)**	**Assessment**		**Aids Learning, Learning Methods, Student Assignments, [Time Estimate]**		**Learning Material [reference]**	**Assessment Weight (%)**
		Indicator	**Criteria & Format**	**offline**	**Online**		
(1)	**(2)**	**(3)**	**(4)**	**(5)**	**(6)**	**(7)**	**(8)**
1-2	Understanding basic theory of entrepreneurships and can analyse the entrepre-neurial theories	1. Analyzing process of doing business 2. Explaining steps of doing business	Non-test: Portfolio: Collection of success and failures stories from entrepre-neurs and analyzing the factors that caused it.	Face to face : Presentation, discussion, structured : Collecting success and failures stories from entrepre-neurs and analyzing the factors that caused the success of failure.	-	Entrepreneurship Concepts. Reference [1] chapter 1-2	
3	Having ability to understand about challenges, opportunities, business opportunities, and strategies for	Analyzing challenges, opportunities, business opportunities, and strategies for catching the business opportunities	test	Face to face : Presentation, discussion, structured : Observation and analyzing environmental	-	Strategies for creating and catching business opportunities, Reference [1] chapter 3	

	catching the business opportunities			potential (SWOT Analyze), possibility, and business opportunity which can be developed			
4-5	Having ability to create creative and innovative idea	Able to express creative and innovative ideas by creating Student Creativity Program proposals	Non-test	Face to face : Presentation, discussion, Assignment: Visiting UMKM (Small, Micro, Medium Business), doing observation and then proposing creative and innovative idea			
6	Having ability to understand about production,	1. Having ability to explain the factors of production, 2. Explaining the concept of production 3. Describing the type of production function	Test	Face to face : Presentation, discussion, Assignment: Literacy for reading, and analyzing the	-	- Production factors - Conception of a production functions - Types of production	

	UNIVERSITAS NEGERI SURABAYA, FACULTY OF MATHEMATICS AND NATURAL SCIENCE PHYSICS PROGRAM STUDY						Document code
	SEMESTER LESSON PLAN						
		4. Explaining the steps and cycle of production, 5. Explaining the results production		production process case		steps, production cycle - Results of production Reference [1] chapter 4	
7	Having ability to understand about marketing strategies.	1. Explaining the concept of marketing strategy 2. Explaining segmenting, targeting, positioning	test	Face to face : Presentation, discussion, Assignment: Literacy for reading, and analyzing the marketing process case		- Concept of marketing strategies - Segmenting, Targeting, Positioning - Marketing strategies Reference [1] chapter 6 dan 7	
8	**Mid-Semester Evaluation / Mid-Semester Exam**						
9	Having ability to understand about licensing, and finances	1. Explaining the types of business agency 2. Explaining the types of business agency 3. Explaining the concept of financial management 4. Explaining business finances management	test	Face to face : Presentation, discussion, Assignment: Literacy for reading, and analyzing process case of the licensing and finance management	-	- Type of businesses dan business agency - Concept of finance management and managing finance - Reference [1] chapter 6 dan 7	

	UNIVERSITAS NEGERI SURABAYA, FACULTY OF MATHEMATICS AND NATURAL SCIENCE PHYSICS PROGRAM STUDY						Document code
	SEMESTER LESSON PLAN						
10-11	Having ability to develop business plan	1. Explaining business plan definitions 2. Explaining importance of developing a business plan 3. Identifying items in business plan 4. Creating business plan that will be developed	Non test	Face to face : Presentation, discussion, Assignment: developing business plan	-	• Explaining business plan definitions • Explaining importance of developing a business plan • Identifying items in business plan Reference [1] chapter 6 dan 8	
12-13	Implementing business plan in entrepreneurial practice	1. Developing entrepreneurial practice plan 2. Doing production and marketing activity 3. Practicing Funding Management activity	Non test	Environmental practice: entrepreneurial practice (Learning based on project)	-	Student practice entrepreneurships	
14-15	Communicating the results of entrepreneurial practice in the forms of reports and presentations	1. Writing report of entrepreneurial practice activity 2. Presenting report of entrepreneurial practice activity results	Non test	Face to face : Presentation, discussion, Assignment: Writing report	-	Report on the results of entrepreneurial practice activities	
16	**Final Semester Evaluation / Final Semester Exam**						

Notes :

1. **Program Learning Outcome (PLO)** is the ability possessed by each study program graduate which is the internalization of attitudes, mastery of knowledge and skills according to the level of study program obtained through the learning process.
2. **PLO in study program** is some learning outcomes of study program graduate (PLO) to form/develop a course which consists of attitudes, public skills, particular skills and knowledge.
3. **Course learning outcome (CLO)** is the ability which described specifically from PLO in course and is specific to the course content or learning material.
4. **Sub-course learning outcome (Sub-CLO)** is the ability described specifically from CLO that can be measured or observed and is the final ability planned at each learning stage, also is specific to the learning material of the course.
5. **Indicator of ability assessment** in the students learning process and learning outcome is specific and measurable statement that identifying the capability or performance of students learning outcome accompanied by evidence.
6. **Assessment criteria** is the standard used as measures or benchmarks for learning achievement in assessment based on predetermined indicators. Assessment criteria is guidelines for assessor so as the assessment is consistent and unbiased. The criteria can be quantitative or qualitative.
7. **Assessment format:** test and non-test.
8. **Aid Learning:** Lecture, Response, Tutorial, Seminar or else, Practicum, Studio Activity, Workshop Activity, Field Study, Research, Community Services and/or other equivalent learning types.
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 method.
10. **Learning Material** is details or descriptions from course content that can be presented in the form of several subjects and sub-topics.
11. **Assessment weight** is the percentage of assessment toward every sub-CLO achievement which is proportional to the difficulty level of sub-CLO achievement and its total is 100%.