Module designation	**Entrepreneurship** **Indonesian title:** *Kewirausahaan* **Course code:** 1000002176
Semester(s) in which the module is taught	Semester 4 (Second year)
Person responsible for the module	**Coordinator:** MBKM Team **Teaching staff:** MBKM Team
Language	Indonesian
Relation to curriculum	Compulsory
Teaching methods	Lectures using problem-based and project-based learning, discussions, project assignments, and reflection **Media and tools:** Slides, LCD projector, whiteboard, UNESA Learning Management System (LMS), Business Model Canvas, generative AI design tools (Canva AI, CapCut AI)
Workload (incl. contact hours, self-study hours)	**(Estimated) total workload:** 2 CU × 170 minutes × 16 weeks = 5,440 minutes = 90.67 hours (≈ 3.18 ECTS) **Contact hours:** lectures, 2 × 50 minutes per week × 16 weeks = 26.67 hours (class hours per week: 340 minutes = 5.67 hours, including structured activities) **Private study including examination preparation:** structured assignments, 2 × 60 minutes per week × 16 weeks = 32.00 hours; independent study, 2 × 60 minutes per week × 16 weeks = 32.00 hours (total 64.00 hours)
Credit points	2 CU (3.18 ECTS) *1 CU = 170 minutes per week × 16 weeks = 45.3 hours; 1 ECTS = 28.48 hours (144 CU = 229 ECTS), so 1 CU = 1.59 ECTS (UNESA Rector's Decree No. 736/HK/KM/2023).*
Required and recommended prerequisites for joining the module	None
Module objectives/intended learning outcomes	**Programme learning outcomes (PLO) addressed:** • PLO-2: Demonstrate a resilient, collaborative, adaptive, innovative, inclusive, lifelong learning, and entrepreneurial character. • PLO-3: Develop logical, critical, systematic and creative thinking in carrying out specific work in the field of expertise and in accordance with the work competency standards in the relevant field. • PLO-8: Design, implement and evaluate mathematics learning using IT. • PLO-10: Make decisions based on data/information in completing tasks that are the student's responsibility and evaluating the work that has been done. • PLO-11: Communicate ideas and research results effectively, orally, and in writing. **Course learning outcomes (CLO): after completing this module, students are able to:** • CLO-1: Apply relevant concepts, ethics, and laws in entrepreneurship (PLO 8) • CLO-2: Develop logical and critical thinking covering various aspects

<table>
<tr><td></td><td>of entrepreneurship, and analyse data using appropriate standard and non-standard methods (PLO 3)
• CLO-3: Develop a field of knowledge in the context of entrepreneurship through a creativepreneurship approach (PLO 10)
• CLO-4: Design a measurable, well-directed, and accountable business plan and implement it in running a business (PLO 2)</td></tr>
<tr><td>Content</td><td>This course covers the basic concepts of entrepreneurship, self-motivation in realising one's dreams, business opportunities and ideas, business ethics, and the business plan, including the marketing, production, human resource, and financial plans, as well as preparing and presenting the business plan. Students also learn to use Artificial Intelligence (AI) as a tool for research, innovation, and marketing, and to understand how globalisation affects business opportunities and competition. Learning follows project-based and problem-based approaches through discussion, project assignments, and reflection, and students test production, validate the market, and commercialise their product. The course contributes to SDGs 1, 4, 8, 9, 12, and 17.</td></tr>
<tr><td>Examination forms</td><td>Final score is calculated from the weekly assessment scheme below (CLO/PLO addressed and weight of each assessment):
<table>
<tr><th>Week</th><th>CLO</th><th>PLO</th><th>Weight (%)</th></tr>
<tr><td>1</td><td>CLO-1</td><td>PLO-8</td><td>4</td></tr>
<tr><td>2</td><td>CLO-1</td><td>PLO-8</td><td>4</td></tr>
<tr><td>3</td><td>CLO-3</td><td>PLO-10</td><td>4</td></tr>
<tr><td>4</td><td>CLO-1</td><td>PLO-8</td><td>4</td></tr>
<tr><td>5</td><td>CLO-2</td><td>PLO-3</td><td>4</td></tr>
<tr><td>6</td><td>CLO-2</td><td>PLO-3</td><td>4</td></tr>
<tr><td>7</td><td>CLO-3</td><td>PLO-10</td><td>4</td></tr>
<tr><td>8</td><td>CLO-3</td><td>PLO-10</td><td>4</td></tr>
<tr><td>9</td><td>CLO-3</td><td>PLO-10</td><td>10</td></tr>
<tr><td>10</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>11</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>12</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>13</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>14</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>15</td><td>CLO-4</td><td>PLO-2</td><td>8</td></tr>
<tr><td>16</td><td>CLO-4</td><td>PLO-2</td><td>10</td></tr>
</table></td></tr>
<tr><td>Study and examination requirements</td><td>Students are considered competent and pass if the final score, calculated from participatory activities (18%), project/product assessment (53%), practical performance (5%), and tests including the midterm and final examinations (24%), is at least 55 or C.
Final index (grade conversion):
<table>
<tr><th>Index</th><th>Converted score</th><th>Score range (A = final score)</th></tr>
<tr><td>A</td><td>4.00</td><td>85 ≤ A ≤ 100</td></tr>
<tr><td>A-</td><td>3.75</td><td>80 ≤ A < 85</td></tr>
<tr><td>B+</td><td>3.50</td><td>75 ≤ A < 80</td></tr>
<tr><td>B</td><td>3.00</td><td>70 ≤ A < 75</td></tr>
<tr><td>B-</td><td>2.75</td><td>65 ≤ A < 70</td></tr>
</table></td></tr>
</table>

	C+ | 2.50 | 60 ≤ A < 65 C | 2.00 | 55 ≤ A < 60 D | 1.00 | 40 ≤ A < 55 E | 0.00 | 0 ≤ A < 40
Reading list	1. Fikriyah, K., et al. (2024). Kewirausahaan. Erlangga. 2. Alma, B. (2018). Kewirausahaan. Alfabeta. 3. Direktorat Jenderal Pembelajaran dan Kemahasiswaan, Kemenristekdikti. (2024). Pedoman PKM-Kewirausahaan 2024. https://simbelmawa.kemdikbud.go.id 4. Fahrullah, A., et al. (2023). Peningkatan sosioekonomi masyarakat melalui pelatihan display toko bagi galeri UMKM TP PKK Kabupaten Lumajang. Jurnal Abimanyu, 4(1). https://journal.unesa.ac.id/index.php/abimanyu/article/view/20516 5. Francis, N. (2020). The entrepreneur book. Buana Ilmu Populer. 6. Hendro, M. M. (2011). Dasar-dasar kewirausahaan. Erlangga. 7. Saiman, L. (2020). Kewirausahaan: Teori, praktik dan kasus-kasus (2nd ed.). Salemba Empat. 8. Tim Kewirausahaan Unesa. (2016). Kewirausahaan. Unipress.