

MODULE HANDBOOK

Modul Name	Entrepreneurship
Module Level	Bachelor
Abbreviation, if applicable	8420402275
Sub-heading, if applicable	-
Course included in the module, if applicable	-
Semester/term	5 th /Third year
Modul coordinator(s)	Dr. Nuniek Herdyastuti, M.Si.
Lecturer(s)	Prof. Dr. Titik Taufikurohmah, M.Si. Dra. Nurul Hidajati, M.Si
Language	Bahasa Indonesia
Classification within the curriculum	Compulsory Course
Teaching format/class hours per week during the semester	2 hours lectures (50 min / hour)
Workload	2 x 50 minutes lectures, 2 x 60 minutes structured activity, 2 x 60 minutes individual activity, 14 weeks per semester, 79,33 total hours per semester ~ 3.18 ECTS**
Credit point	2 CU = 2 x 1.59 = 3.18 ECTS
Requirement	-
Targeted Learning Outcomes	<p>CLO 1 Students have knowledge of the basic principles and general concepts of entrepreneurship.</p> <p>CLO 2 Students can apply entrepreneurial processes which include: selection of business types, production, marketing, partnerships and financial management as well as compiling a business plan.</p> <p>CLO 3 Students have an entrepreneurial spirit and make entrepreneurship a way of life by being able to communicate and lead.</p> <p>CLO 4 Students are able to apply business management in managing their business.</p>
Content	<p>General Concept of Entrepreneurship:</p> <ol style="list-style-type: none"> 1. Definition and concept of entrepreneurship 2. Entrepreneurial characteristics. 3. Entrepreneurial goals and benefits. <p>Selection of Business Type:</p> <ol style="list-style-type: none"> 1. Definition of the types of business. 2. Steps for selecting the type of business. 3. The benefits of choosing the type of business 4. Field survey of the types of entrepreneurs <p>Production Process of Goods and Services:</p> <ol style="list-style-type: none"> 1. Definition of the production of goods and services 2. Objectives and benefits of the production of goods and services 3. Matters that need to be considered and prepared in the

	<p>production of goods and services</p> <p>4. Cycles, results, layout in the production of goods and services</p> <p>5. Warehouse and maintenance problems.</p> <p>Marketing Concept:</p> <p>1. The basic concept of marketing</p> <p>2. Marketing aspect</p> <p>Business Partnership:</p> <p>1. The definition of partnership</p> <p>2. Fields and partnership patterns</p> <p>3. Implementation of partnerships</p> <p>4. Partnership factors</p> <p>5. A measure of partnering success</p> <p>Financial Management:</p> <p>1. The definition of partnership</p> <p>2. Fields and partnership patterns</p> <p>3. Implementation of partnerships</p> <p>4. Partnership factors</p> <p>5. A measure of partnering success</p> <p>Business Plan and Application:</p> <p>1. Selection of type of business</p> <p>2. Production process</p> <p>3. Marketing</p> <p>4. Partnerships and finance</p> <p>5. Business applications in entrepreneurship</p>										
Study/exam achievements	<p>Students are considered to complete the course and pass if they obtain at least 40% of maximum final grade. The final grade (NA) is calculated based on the following ratio:</p> <table border="1"> <thead> <tr> <th>Assessment Components</th> <th>Percentage of contribution</th> </tr> </thead> <tbody> <tr> <td>Participation</td> <td>20%</td> </tr> <tr> <td>Assignment</td> <td>30%</td> </tr> <tr> <td>Mid-semester test</td> <td>20%</td> </tr> <tr> <td>Final semester test</td> <td>30%</td> </tr> </tbody> </table>	Assessment Components	Percentage of contribution	Participation	20%	Assignment	30%	Mid-semester test	20%	Final semester test	30%
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Participation	20%										
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Mid-semester test	20%										
Final semester test	30%										
Media:	Computer, LCD, White board										
Learning Methods	Individuals assignment, group assignment, discussion, and presentation										
Literature:	<p>1. Suryana. 2003. Kewirausahaan. Jakarta : Salemba Empat</p> <p>2. Tim. 2000. Kewirausahaan. Unipress: Unesa</p> <p>3. Tim. 1999. Panduan Program Pengembangan Budaya Kewirausahaan di PT. Direktorat Pembinaan Penelitian dan Pengabdian Pada Masyarakat. Dirjen Pendidikan Tinggi. Departemen Pendidikan dan Kebudayaan</p>										
Notes:	*1 CU in learning process = three periods consist of: (a)										

	<p>scheduled instruction in a classroom or laboratory (50 minutes); (b) structured activity (60 minutes); and (c) individual activity (60 minutes) according to the Regulation of Indonesia Ministry of Research, Technology, and Higher Education No. 44 Year 2015 jo. the Regulation of Indonesia Ministry of Research, Technology, and Higher Education No. 50 Year 2018.</p>
	<p>**1 CU = 1,59 ECTS according to Rector Decree Of Universitas Negeri Surabaya No. 598/Un38/Hk/Ak/2019</p>