


40. BUSINESS PRACTICE & EXIBITIONS

		Sekolah Tinggi Ilmu Ekonomi YAPAN Surabaya Program Studi S1 Manajemen Bachelor Degree of Management Study Program				Kode Dokumen Document Code	
RENCANA PEMBELAJARAN SEMESTER Semester Lesson Plan							
MATA KULIAH (MK) COURSE		KODE CODE	Rumpun MK CLUSTER	BOBOT (sks) WEIGHT (credits)		SEMESTER	Tgl Penyusunan Compilation Date
Praktik Bisnis Dan Eksibisi Business Practice & EXhibitions		MKB 1301317	Kewirausahaan Entrepreneurship	T=3	P=0	3	
OTORISASI AUTHORIZATION		Pengembang RPS Developer		Koordinator RMK Coordinator		Ketua PRODI Head of the Study Program	
				Rifki Suwaji, SMn., MM., CPS., CPHCEP Faruk, SE., MM., CPHCEP		IRA Ningrum Resmawa, SE., MM., CMA	
Capaian Pembelajaran (CP) Program Learning Outcome (PLO)		CPL-PRODI yang dibebankan pada MK PLO charged in this course					
CPL2 PLO2		Lulusan mampu mengimplementasikan teori bidang manajemen dalam mengelola organisasi secara efektif Graduates are able to implement management theory in managing organizations effectively.					
CPL5 PLO5		Lulusan mampu mengaplikasikan teknologi informasi dalam pengelolaan data keuangan, pemasaran, dan SDM dengan tepat. Graduates are able to apply information technology in managing financial, marketing, and human resource data properly.					
CPL6 PLO6		Lulusan mampu mengambil keputusan strategis untuk pengembangan diri dengan tepat. Graduates are able to make strategic decisions for self-development appropriately.					
CPL7 PLO7		Lulusan mampu mengembangkan ide usaha dalam lingkungan bisnis global secara kreatif. Graduates are able to develop creative business ideas in a global business environment.					
CPL8 PLO8		Lulusan mampu mengelola organisasi secara etis. Graduates are able to manage organizations ethically.					
		Capaian Pembelajaran Mata Kuliah (CPMK)					

Course Learning Outcome (CLO)	
CPMK1 CLO1	C6. Mahasiswa mampu mengimplementasikan business plan secara tepat dalam praktik bisnis. C6. Students are able to implement a business plan appropriately in business practice.
CPMK2 CLO2	C5. Mahasiswa mampu memilih Teknologi Informasi yang tepat dalam praktik business plan. C5. Students are able to choose the right Information Technology in business plan practice
CPMK3 CLO3	P4. Mahasiswa mampu mengembangkan strategi secara tepat dalam mengelola usaha P4. Students are able to develop strategies appropriately in managing a business..
CPMK4 CLO4	A4. Mahasiswa mampu berpegang teguh pada karakter iman, cerdas, mandiri, jujur, peduli dan tangguh dalam pembelajaran Kewirausahaan Lanjut A4. Students are able to hold on religious, smart, independent, honest, caring, and resilient characters in Advanced Entrepreneurship learning.
Kemampuan akhir tiap tahapan belajar (Sub-CPMK) Expected ability of each learning stage (Sub-CLO)	
Sub-CPMK1 Sub-CLO1	Mempersiapkan kegiatan untuk memulai rintisan usaha. Prepare activities to start a business startup.
Sub-CPMK2 Sub-CLO2	Magang usaha Internship
Sub-CPMK3 Sub-CLO3	Memaparkan hasil magang Explain the results of the internship
Sub-CPMK4 Sub-CLO4	Memulai pelaksanaan rintisan usaha Starting a business startup.
Sub-CPMK5 Sub-CLO5	Evaluasi praktek pengelolaan usaha Evaluation of business management practices
Sub-CPMK6 Sub-CLO6	Melakukan pengembangan usaha Business development
Sub-CPMK7 Sub-CLO7	Praktek pengelolaan usaha lanjutan Advanced business management practices
Sub-CPMK8 Sub-CLO8	Melaksanakan gebyar wirausaha Entrepreneurship exhibition
Sub-CPMK9 Sub-CLO9	Evaluasi akhir pengelolaan usaha dan penyusunan laporan akhir. Final evaluation of business management and preparation of the final report
Korelasi CPMK terhadap Sub-CPMK Correlation of CLO to Sub-CLO	

	Sub-CPMK1 Sub-CLO1	Sub-CPMK1 Sub-CLO1	Sub-CPMK3 Sub-CLO3	Sub-CPMK4 Sub-CLO4	Sub-CPMK5 Sub-CLO5	Sub-CPMK6 Sub-CLO6	Sub-CPMK7 Sub-CLO7	Sub-CPMK8 Sub-CLO8	Sub-CPMK9 Sub-CLO9
CPMK1 CLO1	✓	✓							
CPMK2 CLO2			✓	✓					
CPMK3 CLO3					✓	✓	✓	✓	
CPMK4 CLO4									✓
Deskripsi Singkat MK Brief description of the course	<p>Matakuliah ini berisi tentang rencana dan menerapkan bisnis plan yang telah dibuat dengan mengacu pada konsep Strategi Memulai Usaha, Salesmanship, Pengukuran Kinerja Bisnis, dan Rencana Bisnis. Metode pembelajaran yang digunakan dalam mata kuliah praktik kewirausahaan adalah diskusi, penugasan, pembelajaran langsung, simulasi, pemebelajaran kooperatif, group investigation, belajar bekerja terpadu (Co-op), dan praktik kewirausahaan.</p> <p>This course contains plans and implementation of business plans that have been made with reference the concepts of Business Start-Up Strategy, Salesmanship, Business Performance Measurement, and Business Plans. The learning methods used in the practice of entrepreneurship courses are discussions, assignments, direct learning, simulations, cooperative learning, group investigations, integrated learning to work (Co-op), and entrepreneurial practices.</p>								
Bahan Kajian: Materi Pembelajaran Learning Materials	<ol style="list-style-type: none"> 1. Overview of entrepreneurial practice 2. Observation worksheets 3. Internship in SMEs 4. Business plan 5. Business results documents 6. Business development plan 7. Business administration documents 8. Business commencement plan 9. Business administration documents 10. Preparing reports on entrepreneurial practice 								
Pustaka References	Utama: Primary:								
	<ol style="list-style-type: none"> 1. Tim Kewirausahaan Yapan. 2016. Kewirausahaan. UNIPRESS. Surabaya 2. Tim Kewirausahaan Yapan 2015. Kewirausahaan. UNIPRESS. Surabaya 3. Hisrich, R. D., Peters, M. P., & Shepherd, D. A. 2017. Entrepreneurship. 								

	<p>4. Osterwalder, A., Pigneur, Y., In Clark, T., & Smith, A. 2010. Business model generation: A handbook for visionaries, game changers, and challengers.</p> <p>5. Tim Kewirausahaan Yapan.2018. Buku Pedoman Praktek Kewirausahaan.</p>				
	<table border="1"> <tr> <td>Pendukung:</td> <td></td> </tr> <tr> <td>Supplement:</td> <td></td> </tr> </table>	Pendukung:		Supplement:	
Pendukung:					
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Dosen Pengampu Lecturers	<p>Rifki Suwaji,SMn.,MM.,CPS.,CPHCEP Faruk,SE.,MM.,CPHCEP Ahmad Efendi,SE.,MM</p>				
Matakuliah syarat Requirements course	<p>Mahasiswa yang telah menempuh mata kuliah kewirausahaan Students who have taken Entrepreneurship</p>				

Mg Ke-Week	Kemampuan akhir tiap tahapan belajar (Sub-CPMK) Expected ability of each learning stage (Sub-CLO)	Penilaian Assessment		Bentuk Pembelajaran, Metode Pembelajaran, Penugasan Mahasiswa, [Estimasi Waktu] Learning Form, Learning Methods, Student Assignment, [Estimated time]		Materi Pembelajaran [Pustaka] Learning materials [References]	Bobot Penilaian (%) rating weight
		Indikator Indicators	Kriteria & Teknik Criteria & Technic	Luring (offline)	Daring (online)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1-2	Mempersiapkan kegiatan untuk memulai rintisan usaha. Prepare activities to start a business startup.	<ol style="list-style-type: none"> Memahami tujuan dari kegiatan praktek kewirausahaan Mengidentifikasi kegiatan yang dipersiapkan untuk praktek kewirausahaan Mereview kembali perencanaan usaha yang sudah dibuat untuk dipraktekkan <ol style="list-style-type: none"> Understand the purpose of entrepreneurial practice activities. Identify activities prepared for entrepreneurial practice. Reviewing business plans that have been made to be put into practice. 	Kriteria: Holistik Teknik: Non Test		discussion, project based method Tugas: Menyusun rencana usaha yang akan dilaksanakan dalam praktik kewirausahaan 2(2x170")	2 and 3	10%
3-4	Magang usaha Internship	<ol style="list-style-type: none"> Menentukan tempat magang sesuai dengan jenis rintisan usaha Melakukan negosiasi untuk mendapatkan tempat magang Mengidentifikasi aspek-aspek yang perlu diamati Melakukan pengamatan di UKM 	Kriteria: Analitik Teknik: Non tes		discussion, project based method Tugas: Identifikasi aspek aspek yang diamati dalam magang;	1,2,3,4	10%

		<p>5. Menyusun hasil pengamatan</p> <ol style="list-style-type: none"> 1. Decide the place of internship according to the type of business startup. 2. Negotiate to get the internship place. 3. Identify aspects that need to observe. 4. Make observations in SME. 5. Writing observation results. 			<p>Menyusun laporan observasi UKM.</p> <p>Identify the aspects observed in the internship;</p> <p>Writing SME observation reports.</p> <p>2(2x170")</p>		
5-6	<p>Memaparkan hasil magang.</p> <p>Explain the result of internship.</p>	<ol style="list-style-type: none"> 1. Mempresentasikan hasil magang 2. Mengaitkan hasil magang dengan rencana usaha yang akan dilakukan <ol style="list-style-type: none"> 1. Presenting results of the internship. 2. Connect the results of the internship with the business plan to be carried out. 	<p>Kriteria: Holistik</p> <p>Teknik: Non tes</p>		<p>discussion, project based method</p> <p>Tugas: Memaparkan laporan magang di UKM; Presenting internship reports in SME;</p> <p>2(2x170")</p>	1,2,3,4	10%
7	<p>Memulai pelaksanaan rintisan usaha</p> <p>Starting a business startup.</p>	<ol style="list-style-type: none"> 1. Mengkoordinasikan tempat usaha, sumber daya, strategi usaha, jadwal usaha, dan daya dukung lain untuk memulai usaha 2. Memulai rintisan usaha sesuai rencana 3. Mencatat administrasi usaha 4. Membuat laporan mingguan <ol style="list-style-type: none"> 1. Coordinate business places, resources, business strategies, business schedules, and other support capacities to start a business. 2. Starting a business startup according to plan. 3. Recording business administration. 4. Create a live report 	<p>Kriteria: Holistik</p> <p>Teknik: Non test</p>		<p>discussion, project based method</p> <p>Tugas: Menyusun administrasi usaha; Prepare business administration;</p> <p>1(2x170")</p>	1,2,3,4	5%

8	Evaluasi Tengah Semester / Ujian Tengah Semester Midterm Exam						20%
9	Evaluasi praktek pengelolaan usaha. Evaluation of business management practices.	<ol style="list-style-type: none"> 1. Menyusun dokumen administrasi usaha 2. Mengidentifikasi masalah-masalah yang terjadi 3. Mengukur capaian usaha 4. Menentukan bentuk pengembangan usaha 5. Mengukur potensi pengembangan usaha. <ol style="list-style-type: none"> 1. Prepare business administration documents. 2. Identify the problems that occur. 3. Measuring business achievement. 4. Determine the form of business development. 5. Measuring the potential for business development. 	Kriteria: analitik Teknik: Non test		discussion, project based method Tugas: Menyusun administrasi usaha Arrange business administration. 1(2x170")	1,2,3,4 5%	
10	Melakukan pengembangan usaha Business development.	<ol style="list-style-type: none"> 1. Merencanakan pengembangan usaha. 2. Melakukan pengembangan usaha. 3. Merancang gebyar wirausaha. <ol style="list-style-type: none"> 1. Planning business development. 2. Carry out business development. 3. Designing entrepreneurial exhibition. 	Kriteria: Holistik Teknik: Non tes		discussion, project based method Tugas: Menyusun laporan praktik usaha dan rencana pengembangan Prepare business practice reports and development plans 1(2x170")	1,2,3,4 5%	
11-13	Praktek pengelolaan usaha lanjutan. Advanced business management practices	<ol style="list-style-type: none"> 1. Mengembangkan usaha berdasarkan rencana yang telah disusun. 2. Mengisi dokumen administrasi usaha. 	Kriteria: Holistik Teknik: Non tes		discussion, project based method Tugas:	1,2,3,4 5%	

		<ol style="list-style-type: none"> 1. Develop a business based on the plan that has been prepared. 2. Fill out business administration documents. 			Menyusun laporan praktik usaha dan rencana pengembangan Prepare business practice reports and development plans 3(2x170")			
14	Melaksanakan gebyar wirausaha. Entrepreneurship exhibition.	<ol style="list-style-type: none"> 1. Melaksanakan gebyar wirausaha bersama di dalam kampus. 1. Do a entrepreneurship exhibition on campus. 	Kriteria: holistik		discussion, project based method 1(2x170")	1,2,3,4		
15	Evaluasi akhir pengelolaan usaha dan penyusunan laporan akhir. Final evaluation of business management and preparation of the final report.	<ol style="list-style-type: none"> 1. Menyusun dokumen administrasi usaha. 2. Mengukur capaian usaha. 3. Membuat laporan akhir praktek usaha. 1. Prepare business administration documents. 2. Measuring business achievement. 3. Make a final report of business practice. 	Kriteria: Holistik		discussion, project based method 1(2x170")	1,2,3,4		
16	Evaluasi Akhir Semester / Ujian Akhir Semester Final Semester Examination						30%	

Catatan:

1. Capaian Pembelajaran PRODI (CPL-PRODI) adalah kemampuan yang dimiliki oleh setiap lulusan PRODI yang merupakan internalisasi dari sikap, penguasaan pengetahuan, dan keterampilan sesuai dengan jenjang studinya yang diperoleh melalui proses pembelajaran.
2. CPL yang dibebankan pada mata kuliah adalah beberapa capaian pembelajaran lulusan program studi (CPL-PRODI) yang digunakan untuk pembentukan/ pengembangan sebuah mata kuliah yang terdiri dari aspek sikap, keterampilan umum, keterampilan khusus, dan pengetahuan.
3. CP Mata Kuliah (CPMK) adalah kemampuan yang dijabarkan secara spesifik dari CPL yang dibebankan pada mata kuliah, dan bersifat spesifik terhadap bahan kajian atau materi pembelajaran mata kuliah tersebut.
4. Sub-CP Mata Kuliah (Sub-CPMK) adalah kemampuan yang dijabarkan secara spesifik terhadap materi pembelajaran mata kuliah tersebut.
5. Indikator penilaian kemampuan dalam proses maupun hasil belajar mahasiswa adalah pernyataan spesifik dan terukur yang mengidentifikasi kemampuan atau kinerja hasil belajar mahasiswa yang disertai bukti-bukti.

6. Kriteria Penilaian adalah patokan yang digunakan sebagai ukuran atau tolak ukur ketercapaian pembelajaran dalam penilaian berdasarkan indikator-indikator yang telah ditetapkan. Kriteria penilaian merupakan pedoman bagi penilai agar penilaian konsisten dan tidak bias. Kriteria dapat berupa kuantitatif dan kualitatif.
7. Teknik penilaian: tes dan non-tes.
8. Bentuk pembelajaran: Kuliah, Responsi, Tutorial, Seminar atau yang setara, Praktikum, Praktik Studio, Praktik Bengkel, Praktik Lapangan, Penelitian, Pengabdian kepada Masyarakat, dan/atau bentuk pembelajaran lain yang setara.
9. Metode pembelajaran: Small Group Discussion, Role-play & simulation, discovery learning, self-directed learning, cooperative learning, collaborative learning, contextual learning, project-based learning, dan metode lainnya yang setara.
10. Materi pembelajaran adalah rincian atau uraian dari bahan kajian yang dapat disajikan dalam bentuk beberapa pokok dan sub-pokok bahasan.
11. Bobot penilaian adalah prosentase penilaian terhadap setiap pencapaian sub-CPMK yang besarnya proposional dengan tingkat kesulitan pencapaian sub-CPMK tersebut dan totalnya 100%.
12. PB=Proses Belajar, PT=Penugasan Terstruktur, KM=Kegiatan Mandiri.

Notes:

1. Learning Outcomes of Study Programs (CPL-PRODI) are abilities possessed by each graduate of the Study Program which are the internalization of attitudes, assignment of knowledge, and skills according to the level of study programs obtained through the learning process.
2. The CPL that is charged to the course is a number of learning outcomes for graduates of the study program (CPL-PRODI) which are used for the formation/development of a course consisting of aspects of attitudes, general skills, special skills, and knowledge.
3. Course CP (CPMK) is the ability that is specifically described from the CPL that is charged to the course, and is specific to the study material or learning material for the course.
4. Subject Sub-CP (Sub-CPMK) is the ability that is described specifically for the learning material of the course.
5. Indicators of the assessment of ability 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 assessment based on predetermined indicators. The assessment criteria are guidelines for assessors so that the assessment is consistent and unbiased. Criteria can be both quantitative and qualitative.
7. Assessment techniques: test and non-test.
8. Forms of learning: Lecture, Response, Tutorial, Seminar 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 study materials that can be presented in the form of several main points and sub-topics.
11. The weight of the assessment is the percentage of assessment of each achievement of the sub-CPMK which is proportional to the level of difficulty of achieving the sub-CPMK and the total is 100%.
12. PB=Learning Process, PT=Structured Assignments, KM=Independent Activities.