MODULE HANDBOOK

Modul Name	**Entrepreneurship**
Module Level	Bachelor
Abbreviation, if applicable	
Sub-heading, if applicable	-
Course included in the module, if applicable	-
Semester/term	5th/ third year
Modul coordinator(s)	
Lecturer(s)	Prof. Dr. Titik Taufikurohmah, M.Si. Rusly Hidayah, S.Si., M.Pd
Language	Bahasa Indonesia
Classification within the curriculum	Compulsory
Teaching format/class hours per week during the semester	2 hours lectures (50 min / hour)
Workload	2 hours lecture, 2 hours structured activities, 2 hours individual activities, 14 week a semester, and total 84 hours a semester (3.18 ECTS)
Credit point	2 SCU (2 x 1.59 = 3.18 ECTS)
Requirement	-
Targeted Learning Outcomes	**CLO 1** Students have knowledge of the basic principles and general concepts of entrepreneurship. **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. **CLO 3** Students have an entrepreneurial spirit and make entrepreneurship a way of life by being able to communicate and lead**.** **CLO 4** Students are able to apply business management in managing their business**.**
Content	**General Concept of Entrepreneurship:** 1. Definition and concept of entrepreneurship 2. Entrepreneurial characteristics. 3. Entrepreneurial goals and benefits. **Selection of Business Type:** 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 **Production Process of Goods and Services:** 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 production of goods and services 4. Cycles, results, layout in the production of goods and services 5. Warehouse and maintenance problems. **Marketing Concept:** 1. The basic concept of marketing 2. Marketing aspect **Business Partnership:** 1. The definition of partnership 2. Fields and partnership patterns 3. Implementation of partnerships 4. Partnership factors 5. A measure of partnering success **Financial Management:** 1. The definition of partnership 2. Fields and partnership patterns 3. Implementation of partnerships 4. Partnership factors 5. A measure of partnering success **Business Plan and Application:** 1. Selection of type of business 2. Production process 3. Marketing 4. Partnerships and finance 5. Business applications in entrepreneurship
Study/exam achievements	Students are considered to be competent and pass if at least get 55 Final score is calculated as follows: 30% assignment + 30% middle exam (UTS) & 40% final exam (UAS) Table index of graduation • A = 4 (85 ≤-≥ 100) • A- = 3,75 (80 ≤-< 85) • B+ = 3,5 (75 ≤- < 80) • B = 3 (70 ≤-< 75) • B- = 2,75 (65 ≤-<75) • C+ = 2,5 (60 ≤-<65) • C = 2 (55 ≤-<60) • D = 1 (40 ≤-<55) • E = 0 (0 ≤-<40)
Media:	Computer, LCD, White board
Learning Methods	Individuals assignment, group assignment, discussion, and presentation

Literature:	1. Suryana. 2003. Kewirausahaan. Jakarta : Salemba Empat 2. Tim. 2000. Kewirausahaan. Unipress: Unesa 3. Tim. 1999. Panduan Program Pengembangan Budaya Kewirausahaan di PT. Direktorat Pembinaan Penelitian dan Pengabdian Pada Masyarakat. Dirjen Pendidikan Tinggi. Departemen Pendidikan dan Kebudayaan