

## UNIVERSITY OF BRAWIJAYA FACULTY OF ANIMAL SCIENCE DEPARTMENT OF ANIMAL SCIENCE UNDERGRADUATE STUDY PROGRAM OF ANIMAL SCIENCE

LEARNING PLAN: MARKETING AND INSTITUTION

| Course            | ARNING PLAN: MARKETIN Code  | Weight (credits)   | Semester   | Compilation                    |  |  |
|-------------------|---|--|--|--------------------------------|--|--|
| A 11 .            |   | 2 111  |  | Date                           |  |  |
| Agribusines       | S -   | 3 credits  | 6<br>Head of   |                                |  |  |
| Authorization     | on Course C   | Course Coordinator K   |  | Vice Dean                      |  |  |
|                   |   |  |  | 1                              |  |  |
|                   |   |  | Program  DR. Ir. Herly Evanuarini,                       | 5 7 77 11                      |  |  |
|                   | Ir. Hari Dwi Utami MS M Appl  | Ir. Harı Dwı<br>Utami,MS.M.Appl,Sc.Ph.D.IPM.ASEAN  |  | Dr. Ir. Halim<br>Natsir, S.Pt. |  |  |
|                   | Eng   |  |  | MP. IPM.                       |  |  |
|                   |   |  |  |                                |  |  |
| Learning Outcomes | LO (Learning Outcomes)  |  | 1  | 1                              |  |  |
| (LO)              |   |  | logy, nutrition science, bre the concept and implement i |                                |  |  |
|                   | animal raising manage<br>animal science (LO 6)  | •  | the concept and implement i                              | t iii tile Held of             |  |  |
|                   | ` /   |  | analyze and interpret data to                            | make correct                   |  |  |
|                   |   |  | of animal science, meet et                               |                                |  |  |
|                   | environmental insight   |  |  |                                |  |  |
|                   |   |  | oriented towards improving                               |                                |  |  |
|                   |   |  | ed on mastery of animal scienarketing management and     |                                |  |  |
|                   |   |  | applying entrepreneurial con                             | ~ ~                            |  |  |
|                   | CLO (Course Learning Outco  |  |  | 1 ( -)                         |  |  |
|                   | 1. Students are able to understand and explain the concept, definition, and system of   |  |  |                                |  |  |
|                   | agribusiness  |  |  |                                |  |  |
|                   | 2. Students are able to understand the decision-making process in agribusiness  |  |  |                                |  |  |
|                   |   | adents are able to understand the use and procurement of inputs in agribusiness adents are able to understand marketing approaches |  |                                |  |  |
|                   |   | _  | and marketing in agribusine                              | SS                             |  |  |
| Brief Course      |   |  | isses the concept, definition,                           |                                |  |  |
| Description       |   |  | agribusiness, the use and p                              | rocurement of                  |  |  |
|                   | inputs in agribusiness, and   | <u> </u>   | <u> </u>   |                                |  |  |
| Topics            | 1. Lecture contract, a ge   | neral introduction of  | animal agribusiness                                      |                                |  |  |
|                   | <ul><li>2. HR Management</li><li>3. Feasibility of Animal</li></ul>   | A aribuciness  |  |                                |  |  |
|                   | 4. Case Study of Poultry  | · ·  |  |                                |  |  |
|                   | 5. Case Study of Beef Cattle Agribusiness   |  |  |                                |  |  |
|                   | 6. Case Study of Dairy Animal Agribusiness  |  |  |                                |  |  |
|                   | 7. Case Study of Various Animal Agribusiness  |  |  |                                |  |  |
| References        | Gray, C., Simanjuntak, P.,  | Sabur I V Magne  | talla DEI and Varlay                                     | P.G.G. 2002                    |  |  |
| References        | 1 -   | _  | •  |                                |  |  |
|                   | Pengantar Evaluasi Proyek. Second Edition. Penerbit PT Gramedia Pustaka Utama, Jakarta. Pudjosumarto, M., 1991. Evaluasi Proyek: Uraian Singkat dan Soal Jawab. Second Edition. |  |  |                                |  |  |
|                   | Penerbit Liberty, Yogyakarta.   |  |  |                                |  |  |
| Learning Media    | Software  | H  | Hardware   |                                |  |  |
|                   | Software, Power Point   | L  | ptop, LCD  |                                |  |  |
|                   |   |  |  |                                |  |  |

| Teaching Team       | 1. Ir. Hari Dwi Utami, MS. M. Appl, Sc. Ph. D. IPM. ASEAN Eng |
|---------------------|---|
|                     | 2. Dr.Ir. Umi Wisaptiningsih,MS                               |
|                     | 3. Dr.Ir. Bambang Ali Nugroho,DEA.IPM.ASEAN Eng               |
|                     | 4. Prof. Dr. Budi Hartono ,MS.IPU.ASEAN Eng                   |
|                     | 5. Dr. Ir. MB Hariyono, MS                                    |
|                     | 6. Prof.Dr.Ir.Zaenal Fanani,MS.IPU                            |
|                     | 7. Dr.Nanang Febrianto,S.Pt.,MP                               |
|                     | 8. Jaisy Aghniarahim Putritamara, S. Pt., MP                  |
|                     |   |
| Prerequisite Course | Animal Agribusiness Management                                |

Prerequisite Course Animal Agribusiness Management

| Week- | Sub-CLO  | Indicator  | Learning<br>Materials/Topic<br>s  | Learning<br>Methods  | Criteria &<br>Form of<br>Assessme<br>nt | Scoring<br>Weight (%) |
|-------|--|--|---|--|---|-----------------------|
| (1)   | (2)  | (3)  | (4)   | (5)  | (6)                                     | (7)                   |
| 1     | <ol> <li>Understand the lecture contract</li> <li>Understand the concept of Animal Agribusiness</li> </ol>                                 | <ol> <li>Students have lecture guidelines</li> <li>Students identify the concepts and theories of Animal Agribusiness</li> </ol> | Lecture<br>contract, a<br>general<br>introduction of<br>animal<br>agribusiness      | Student-<br>centered<br>Learning<br>Small<br>group<br>discussion |   |                       |
| 2     | <ol> <li>Define HR         management</li> <li>Explain,         understand and         identify planning         and organizing</li> </ol> | Students are able to master the material   | HR<br>Management<br>(Planning and<br>Organizing)                                    | Student-<br>centered<br>Learning<br>Small<br>group<br>discussion |   |                       |
| 3     | Understand and explain direction and supervision in HR management  | Students are able to master the material   | Continuation of<br>HR<br>Management<br>(Direction and<br>Supervision)               | Student-<br>centered<br>Learning<br>Small<br>group<br>discussion |   |                       |
| 4     | <ol> <li>Explain the feasibility of the business</li> <li>Describe and identify aspects in making business feasibility</li> </ol>          | Students are able to master the material   | Feasibility of<br>Animal<br>Agribusiness<br>(technical and<br>financial<br>aspects) | Student-<br>centered<br>Learning<br>Small<br>group<br>discussion |   |                       |

|         | 1   |                    |                      | T               |             | I |     |
|---------|-----|--------------------|----------------------|-----------------|-------------|---|-----|
|         | 1.  | Explain the        | Students are able to | Continuation of | Student-    |   |     |
|         |     | feasibility of the | master the material  | Feasibility of  | centered    |   |     |
|         |     | business           |                      | Animal          | Learning    |   |     |
| _       | 2.  | Describe and       |                      | Agribusiness    |             |   |     |
| 5       |     | identify aspects   |                      | (technical and  | Small       |   |     |
|         |     | in making          |                      | financial       | group       |   |     |
|         |     | business           |                      |                 | •           |   |     |
|         |     |                    |                      | aspects)        | discussion  |   |     |
|         | _   | feasibility        |                      |                 |             |   |     |
|         | 1.  | Define the steps   | Students are able to | Case study of   | Student-    |   |     |
|         |     | in designing case  | master the material  | poultry         | centered    |   |     |
|         |     | studies of         |                      | agribusiness    | Learning    |   |     |
|         |     | poultry            |                      | (Inventory      |             |   |     |
|         |     | agribusiness       |                      | management,     | Small       |   |     |
|         |     | Explain and        |                      | Poultry         | group       |   |     |
| 6 and 7 |     | analyze case       |                      | production      | discussion  |   |     |
|         |     | studies of         |                      | arrangements,   |             |   |     |
|         |     | poultry            |                      | partnerships,   |             |   |     |
|         |     | •                  |                      |                 |             |   |     |
|         |     | agribusiness       |                      | contract        |             |   |     |
|         |     |                    |                      | farming,        |             |   |     |
|         |     |                    |                      | financial       |             |   |     |
|         |     |                    |                      | analysis)       |             |   |     |
| 8       | MID | TERM EXAM          |                      |                 |             |   | 40% |
|         | 1.  | Define the steps   | Students are able to | Case study of   | Student-    |   |     |
|         |     | in designing case  | master the material  | beef cattle     | centered    |   |     |
|         |     | studies of beef    |                      | agribusiness    | Learning    |   |     |
|         |     | cattle             |                      | (Inventory      |             |   |     |
|         |     | agribusiness       |                      | management,     | Small       |   |     |
|         | 2.  | Explain and        |                      | Poultry         | group       |   |     |
| 9 and   |     | analyze case       |                      | production      | discussion  |   |     |
| 10      |     | studies of beef    |                      | arrangements,   | aiscussion  |   |     |
|         |     | cattle             |                      | _               |             |   |     |
|         |     |                    |                      | partnerships,   |             |   |     |
|         |     | agribusiness       |                      | contract        |             |   |     |
|         |     |                    |                      | farming,        |             |   |     |
|         |     |                    |                      | financial       |             |   |     |
|         |     |                    |                      | analysis)       |             |   |     |
|         | 1.  | Define the steps   | Students are able to | Case study of   | Student-    |   |     |
|         |     | in designing case  | master the material  | dairy animal    | centered    |   |     |
|         |     | studies of dairy   |                      | agribusiness    | Learning    |   |     |
|         |     | animal             |                      | (Inventory      |             |   |     |
|         |     | agribusiness       |                      | management,     | Small       |   |     |
|         | 2.  |                    |                      | Poultry         | group       |   |     |
| 11 and  |     | analyze case       |                      | production      | discussion  |   |     |
| 12      |     | studies of dairy   |                      | arrangements,   | 21304331011 |   |     |
|         |     | animal             |                      | _               |             |   |     |
|         |     |                    |                      | partnerships,   |             |   |     |
|         |     | agribusiness       |                      | contract        |             |   |     |
|         |     |                    |                      | farming,        |             |   |     |
|         |     |                    |                      | financial       |             |   |     |
| 1       | 1   |                    |                      | analysis)       |             |   |     |

| 13 and<br>14 | <ol> <li>Define the steps in designing case studies of various animal agribusiness</li> <li>Explain and analyze case studies of various animal agribusiness</li> </ol> | Students are able to master the material | Case study of various animal agribusiness (Inventory management, Poultry production arrangements, partnerships, contract farming, financial analysis) | Student- centered Learning  Small group discussion |     |
|--------------|--|--|---|--|-----|
| 15           | Discuss the importance of understanding the agribusiness of poultry, beef cattle, dairy animal, and various animals  | Students are able to master the material | Student presentation (Poultry agribusiness, beef cattle, dairy animal, and various animals)   | Student- centered Learning  Small group discussion |     |
| 16           | FINAL EXAM   |  |   |  | 40% |