


COURSE LEARNING PLAN

	UNIVERSITY OF BRAWIJAYA FACULTY OF ANIMAL SCIENCE DEPARTMENT OF ANIMAL SCIENCE UNDERGRADUATE STUDY PROGRAM OF ANIMAL SCIENCE LESSON PLAN: ENTREPRENEURSHIP			
Course	Code	Weight (credits)	Semester	Compilation Date
Entrepreneurship	UBU 4005 UBU 60003	3 (2-1) 2 (2-0)	Odd and Even	January 14, 2020
Authorization	Course Coordinator	Head of Undergraduate Study Program of Animal Science		Vice Dean 1
	Dr. Ir. Bambang Ali N, MS, DAA, IPM	Dr. Herly Evanuarini, S.Pt., MP		Dr. Ir. M. Halim Natsir, S.Pt, MP, IPM
Learning Outcomes (LO)	PLO			
	<p>1. LO 8: Able to cooperate effectively and carry out a self-evaluation process towards the workgroup under their responsibility.</p> <p>2. LO 10: Able to involve themselves in the learning process and discussion on an ongoing basi</p> <p>3. LO 13: Able to apply animal technology that is oriented towards improving production, efficiency, quality, and sustainability based on mastery of animal science including breeding, feed, processing of products, marketing management and organizing a sustainable animal production system, and applying entrepreneurial concepts</p>			
	CLO			
	<p>1. Students are able to explain a wide variety of entrepreneurial theories and concepts (to-know) and design BMC.</p> <p>2. Students are able to have an entrepreneurial mindset (measured from group presentations/videos. They can be seen as proactive, innovative, risk-taking). Intangible but it can be seen from the gesture.</p>			


Brief Course Description	This course includes an understanding of the scope of Entrepreneurship: Leadership, Business Communication, Creativeness, Innovativeness, Proactiveness, and Risktaker.	
Topics	<ol style="list-style-type: none"> 1. Introduction, lecture system, class organization, an overview of course materials about entrepreneurship (Semester Course Outline, and Lesson Plans/RPKPS), reference books, evaluation system. 2. Theory and Concept of Entrepreneurship: <ol style="list-style-type: none"> a. Entrepreneurial mindset (innovativeness, proactiveness, risk-takers) b. Entrepreneur types (business, social, government, and academic entrepreneurship) 3. Entrepreneurial motivation (dream building) 4. BMC <ol style="list-style-type: none"> a. Value proposition b. Key partners c. Key activities d. Customer relationship e. Customer segment f. Key resources g. Cost structures h. Revenue streams i. Channels 5. Networking and communication 6. Quality, operational, and e-marketing concept 7. Success Story: local, national, and global entrepreneurs 8. Business ethics <p>Learning methods:</p> <ul style="list-style-type: none"> ● Discussion/online seminars (success story) with entrepreneurs in the field of animal science/3 meetings ● Presentations/3 meetings ● Lecture and Discussion/8 meetings 	
References		
Learning Media	Software	Hardware

	Software, PowerPoint		Laptop, LCD			
Teaching Team	1. 2. 3. 4. 5. etc					
Prerequisite course						
Week (s)	Sub-Course Learning Outcomes (SCLO)	Indicators	Learning Materials/ Topics	Learning Methods	Criteria & Form of Assessment	Weighted Scores (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1 (Gus Ali)	Students are able to understand the course objectives and class organization	The formation of a class organization	Introduction, lecture system, class organization, an overview of course materials about entrepreneurship (Semester Course Outline, and Lesson Plans/RPKPS), reference books, evaluation system.	Lectures and Discussion	Post-test	
2 (Gus Ali)	Students are able to understand the theories and concepts of entrepreneurship	Understand the theories and concepts of entrepreneurship	Theories and concepts of entrepreneurship: a. Entrepreneurial mindset (innovativeness, proactiveness, risk-takers) b. Entrepreneur types (business, social, government, and academic entrepreneurship)	Lectures and Discussion		
3 (Prof Hendr awan)	Students are able to understand the theories and concepts of	Understand the theories and concepts of leadership and motivation	Leadership and motivation	Lectures and Discussion		

	leadership and motivation					
4 (Mr. Halim)	Students are able to understand the theories and concepts of: a. Value proposition b. Key partners c. Key activities d. Customer relationship	Understand the theories and concepts of: a. Value proposition b. Key partners c. Key activities d. Customer relationship	BMC a. Value proposition b. Key partners c. Key activities d. Customer relationship	Lectures, Discussion, and Group Assignment		
5	Students are able to understand the theories and concepts of: e. Customer segment f. Key resources g. Cost structures h. Revenue streams i. Channels	Understand the theories and concepts of: e. Customer segment f. Key resources g. Cost structures h. Revenue streams i. Channels	BMC e. Customer segment f. Key resources g. Cost structures h. Revenue streams i. Channels	Lectures, Discussion, and Group Assignment		
6	Students are able to understand the theories and concepts of networking and communication	Understand the theories and concepts of networking and communication	Networking and communication	Lectures and Discussion		
7	Students are able to understand the theories and concepts of quality, operational, and e-marketing	Understand the theories and concepts of quality, operational, and e-marketing	Quality, operational, and e-marketing	Lectures and Discussion		
8	MIDTERM EXAM					
9	Able to understand the success stories of the entrepreneur	Get role models in business management	Success stories: local, national and global entrepreneurs	Playing video/sharing experiences and discussion		

10	Able to understand business ethics	Have an awareness of business ethics	Business Ethics	Lectures and Discussion		
11	Able to design and analyze BMC	Have the ability to design and analyze BMC	BMC Presentation	Presentation and Discussion		
12	Able to design and analyze BMC	Have the ability to design and analyze BMC	BMC Presentation	Presentation and Discussion		
13	Able to design and analyze BMC	Have the ability to design and analyze BMC	BMC Presentation	Presentation and Discussion		
14	Able to design and analyze BMC	Have the ability to design and analyze BMC	BMC Presentation	Presentation and Discussion		
15	Able to design and analyze BMC	Have the ability to design and analyze BMC	BMC Presentation	Presentation and Discussion		
16	FINAL EXAM					

RUBRICS FOR ASSESSMENT

	UNIVERSITY OF BRAWIJAYA FACULTY OF ANIMAL SCIENCE DEPARTMENT OF ANIMAL SCIENCE UNDERGRADUATE STUDY PROGRAM OF ANIMAL SCIENCE		
Course	Entrepreneurship (UBU 60003)		
Score Level	CLO and PLO	Conversion	PLO score
PLO: CLO 1: Students are able to explain theories and concept of entrepreneurship (to-know) and design BMC/entrepreneurial models			
Very Good (4)	Students can explain and present 7-9 BMC criteria comprehensively	80-100	
Good (3)	Students can explain and present 6-8 BMC criteria comprehensively	70-79	
Moderate (2)	Students can explain and present 4-5 BMC criteria comprehensively	60-69	
Poor (1)	Students can explain and present 1-3 BMC criteria comprehensively	<60	
Score Level	CLO and PLO	Conversion	PLO score
PLO: 1. CLO ...: Students are able to have an entrepreneurial mindset (measured from group presentations/videos. They can be seen as proactive, innovative, risk-taking). Intangible but it can be seen from the gesture.			
Very Good (4)	Students are active, creative, and innovative during the learning and discussion process continuously	80-100	
Good (3)	Students are active during the learning and discussion process continuously	70-79	
Moderate (2)	Students are active during the learning and discussion process continuously	60-69	
Poor (1)	Students do not have a good response during the learning and discussion process continuously	<60	

How to Calculate the PLO Score : $\frac{\text{Score Level}}{\Sigma \text{Score Level}} \times \frac{\Sigma \text{CLO}}{\Sigma \text{PLO}}$

Calculation of CLO Score

Components assessed	Component Weights	CLO Weight against Score	
		CLO 1	CLO 2
Midterm Exam	35	0.7	0.3
Final Exam	35	0.4	0.6
Structured Assignment	20	0.2	0.8
Quizzes	10	0.5	0.5
CLO WEIGHT			

The orange one must be filled by the supervisory team

Filling Steps:

1. Components of assessment = any components that will be assessed in one course (For example, Midterm exam, Final Exam, Presentation, Quizzes, etc)
2. Component Weights = Determine the weight of each component where the total of all components is 1.
3. CLO Weight against Score
 - a. Show the number of CLO in each course (for example, the animal feed industry course has 4 CLO).
 - b. Determine the component of assessment aims to achieve any CLO number
 - c. The total weight of the CLO score for each component is 1

Calculation of PLO Score


CLO	CLO Score	CLO Weight	PLO		
			PLO 8	PLO 10	PLO 13
CLO 1			0,35	0,35	0,30
CLO 2			0,20	0,20	0,60

The orange one must be filled by the supervisory team

Filling Steps:

1. CLO= Jot down the number of CLO for each course (refer to the previous table)
2. PLO= Jot down the number of PLO in each course based on the Semester Lesson Plan (RPS)
3. PLO weight
 - a. Show the number of PLO in each course (for example, the animal feed industry course has 3 PLO).
 - b. Determine the component of assessment aims to achieve any PLO number
 - c. The total weight of the PLO score for each component is 1

Lecture Portfolio

		UNIVERSITY OF BRAWIJAYA FACULTY OF ANIMAL SCIENCE STUDY PROGRAM OF ANIMAL SCIENCE	
Course : Entrepreneurship		Code: UBU 60003	RMK : Semester: Odd and Even
Lecturer	Dr. Ir. Bambang Ali N, MS, DAA, IPM		
Introduction (Tell the explanation needed about this course, experiences that have been done)			
1	Objectives (Describe the objectives of general and specific course) After completing this course students can: 1. Students are able to explain theories and concept of entrepreneurship (to-know) and design BMC/entrepreneurial models 2. Students are able to have an entrepreneurial mindset (measured from group presentations/videos. They can be seen as proactive, innovative, risk-taking). Intangible but it can be seen from the gesture.		
2	Learning Strategies (Describe the strategies used to achieve course objectives - CLO) <ul style="list-style-type: none">This course includes an understanding of the scope of Entrepreneurship: Leadership, Business Communication, Creativeness, Innovativeness, Proactiveness, and Risktaker.		
3	Lecture Management (Describe the management of lectures: lectures, tutorials, practicum, assignments, quizzes, etc) <ul style="list-style-type: none">Discussion/online seminars (success story) with entrepreneurs in the field of animal science/3 meetingsPresentations/3 meetingsLecture and Discussion/8 meetings		
4	Lecture Contents (explain their suitability with the applicable curriculum)		

	<ol style="list-style-type: none"> 1. Introduction, lecture system, class organization, an overview of course materials about entrepreneurship (Semester Course Outline, and Lesson Plans/RPKPS), reference books, evaluation system. 2. Theory and concept of entrepreneurship 3. Entrepreneurial mindset (innovativeness, proactiveness, risk-takers) 4. Entrepreneur types (business, social, government, and academic entrepreneurship) 5. Leadership and motivation 6. BMC <ol style="list-style-type: none"> a. Value proposition b. Key partners c. Key activities d. Customer relationship e. Customer segment f. Key resources g. Cost structures h. Revenue streams i. Channels 7. Networking and Communication 8. Quality, operational, and e-marketing 9. Success Story: local, national, and global entrepreneurs 10. Business Ethics
5	<p>Lecture Participants (describe the participants)</p> <p>The course participants are:</p> <ol style="list-style-type: none"> 1. All students of the Faculty of Animal Science, Universitas Brawijaya
6	<p>Percentage of Attendance (% attendance of lecturers;% attendance of students)</p> <ul style="list-style-type: none"> - The minimum attendance of the students is 80%
7	<p>Evaluation System (explain homework, quizzes, group assignments, practicum, etc.)</p> <ul style="list-style-type: none"> - Design BMC - Present BMC
8	<p>Class Observation (explain important and interesting things encountered during the lecture)</p> <ul style="list-style-type: none"> - When designing BMC, students' creativity in designing a business in the field of animal science is very interesting. Sometimes, get creative and original ideas from students about the business ideas they want to do.
9	<p>Learning Outcomes (explain the achievement of the objectives that have been set and include the learning outcomes that can be explained)</p> <ol style="list-style-type: none"> 1. Understand the theory and concepts of entrepreneurship 2. BMC

10	Obstacles (Describes the main barriers to learning)
11	Distribution of score (provide the distribution of score following the learning outcomes of this course)
12	Conclusion
13	Recommended Improvement
	Appendices:
	1. Example of students' BMC 2. Etc.