



**COURSE OUTLINE
and
SET OF COURSE**

Course : ENTREPRENEURSHIP

Code/credits : MWU 109 / 3 SKS

**MANAGEMENT DEPARTMENT
FACULTY OF ECONOMICS
DIPONEGORO UNIVERSITY
SEMARANG**

COURSE OUTLINE

Course : **ENTREPRENEURSHIP**

Course Code / SKS : MWU 109 / 3 SKS

Description : This course gives a framework of perspective and practices hit institute of co-op and small industry management functions in co-op and small industry, role and function of personnel of co-op and small business, strategic function Entrepreneurship, decision taker in co-op, defrayal and performance of co-op and small industry. This course also study process of operational and applying professionally in business world.

TIU : After following this course expected a student own soul and bounce Entrepreneurship in good, Taft and professional.

No	Specific Objectives	Main Topic	Sub-Topic	Estimated Time (minutes)	Reference *
1.	Student able to explain characteristic Entrepreneurship, identifying potency Entrepreneurship, and also how to develop soul entertain.	Entrepreneurship	<ol style="list-style-type: none"> 1. Entrepreneurship characteristic 2. Determination of potency Entrepreneurships 3. Analyze own self Method development nAch 5. Management Entrepreneurships 	1150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
2.	Student earns to explain important factors in executing new business.	Identify new business opportunity.	<ol style="list-style-type: none"> 1. Orient external and internal 2. Idea source for product and new service 3. Process planning and product development 4. Appropriate products for the small company 5. Important meaning orient marketing 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel

No	Specific Objectives	Main Topic	Sub-Topic	Estimated Time (minutes)	Reference *
			6. Product-market matrix 7. Failure in choosing new business opportunity		
3.	Student able to explain source capital and analyze financial factors in company	Pattern of new business	1. Internal issue of Capital seeking 2. Business defrayal 3. determination of [relation/link] of financial Company 4. Break Even Analysis 5. Searching source capital 6. Assessment Company	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
4.	Student earn to explain important elements in assessing new business eligibility	Evaluate new business opportunity	1. stipulating of New business eligibility 2. Analyze technical eligibility 3. assessment of Market opportunity 4. Analyze eligibility financial 5. Assessments of ability Organizational 6. Emulation Analyze	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
5.	Student able to mention marketing forms and also advantage from each forming	Waralaba/ franchising dan direct marketing	1. Waralaba 2. Risk of Investment in business waralaba 3. Approval Waralaba 4. Direct marketing 5. Advantage from direct marketing 6. technique of Direct marketing alternative 7. Multi Level Marketing	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel

No	Specific Objectives	Main Topic	Sub-Topic	Estimated Time (minutes)	Reference *
6.	Student can explain various forming the ownership of company	Type ownership	<ol style="list-style-type: none"> 1. Type ownership 2. Go Public 3. Advantage and disadvantage of go Public 4. Process go public go 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
7.	Student earn to explain about way of analyzing environment, marketing hotchpotch and also plan marketing	Marketing plan	<ol style="list-style-type: none"> 1. Definition 2. Environmental analysis 3. Marketing hotchpotch 4. Definition plan of marketing 5. Characteristic plan of marketing 6. Step in making plan of marketing 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikelf
8 + 9	Student earn to explain about preparing of human resource and also the way of developing skill of HR	Human resource for organization entrepreneurship	<ol style="list-style-type: none"> 1. Steps of preparing of Human Resource 2. Source from SDM 3. Technique of development skill 4. Understanding motivate 5. Type of Communications 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
10 + 11	Student earn to explain about organizational planning	Organizational planning of entrepreneurships	<ol style="list-style-type: none"> 1. Planning type 2. Planning and mount management 3. Approach in the plan 4. Planning appliances 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel
12 + 13	Student earn to explain about departmentalization, span management, and also the organizational development	Organizational	<ol style="list-style-type: none"> 1. Organizational theory 2. Departmentalization, span management, scalar 3. Organizational Individual activity 4. Organizational development 	150	<ul style="list-style-type: none"> • Wiratmo • Hakim • Drucker • Suryana • Artikel

No	Specific Objectives	Main Topic	Sub-Topic	Estimated Time (minutes)	Reference *
14	Student earns to know practice entrepreneur directly.	Visit to field.	1. Entrepreneur Experience 2. Tips operational business	150	Artikel

SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 1

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurship, delay and professional

2. Specific Instructional Objective:

Student able to explain characteristic Entrepreneurship, identifying potency Entrepreneurship, and also how to develop soul entertain.

B. Main Topic : Entrepreneurship

C. Sub Topic :

1. Entrepreneurship characteristic
2. Determination of potency Entrepreneurships
3. Analyze own self Method
4. development nAch
5. Management Entrepreneurships

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay attention 2. Ask Question 	OHT, OHP & whiteboard
Contents	Explaining characteristic Entrepreneur & able to identify individuals which have soul Entrepreneur	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
- <http://www.depkop.go.id>
- <http://www.kumpulan-usahawan-muslim.com.my/>

SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 2

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurs, delay and professional

2. Specific Instructional Objective:

Student earns to explain important factors in executing new business..

B. Main Topic : Identify new business opportunity.

C. Sub Topic :

1. Orient external and internal
2. Idea source for product and new service
3. Process planning and product development
4. Appropriate products for the small company
5. Important meaning orient marketing
6. Product-market matrix
7. Failure in chosening new business opportunity

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining the way of identifying business opportunity which possible to be entered business	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
- <http://www.depkop.go.id>
- <http://www.kumpulan-usahawan-muslim.com.my/>

SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 3

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurship, delay and professional

2. Specific Instructional Objective:

Student able to explain source capital and analyze financial factors in company

B. Main Topic : Pattern of new business

C. Sub Topic

1. Internal issue of Capital seeking
2. Business defrayal
3. determination of financial Company
4. Break Even Analysis
5. Searching source capital
6. Assessment Company

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining sources of new business defrayal.	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 4

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student earn to explain important elements in assessing new business eligibility

B. Main Topic : Evaluate new business opportunity

C. Sub Topic :

1. Stipulating of New business eligibility
2. Analyze technical eligibility
3. assessment of Market opportunity
4. Analyze eligibility financial
5. Assessments of ability Organizational
6. Emulation Analyze

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining technique to analyze feasibility business	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kwiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 5

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student able to mention marketing forms and also advantage from each forming

B. Main Topic : Waralaba/ franchising dan direct marketing

C. Sub Topic :

1. Waralaba
2. Risk of Investment in business waralaba
3. Approval Waralaba
4. Direct marketing
5. Advantage from direct marketing
6. technique of Direct marketing alternative
7. Multi Level Marketing

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining about type of marketing.	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kwiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**
 Course Code : MWU 109
 Credit Hours : 1 X 3 X 50
 Number of Meeting : 6

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student can explain various forming the ownership of company

B. Main Topic : Type ownership

C. Sub Topic :

1. Definition
2. Environmental analysis
3. Marketing hotchpotch
4. Definition plan of marketing
5. Characteristic plan of marketing
6. Step in making plan of marketing

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO	3. Pay Attention 4. Pay Questions	OHT, OHP & whiteboard
Contents	Explaining type of ownership of company.	3. Pay Attention 4. Pay Questions	OHT, OHP & whiteboard
Summary	1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 1 X 3 X 50

Number of Meeting : 7

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student earn to explain about way of analyzing environment, marketing hotchpotch and also plan marketing

B. Main Topic : Marketing plan

C. Sub Topic :

1. Definition
2. Environmental analysis
3. Marketing hotchpotch
4. Definition plan of marketing
5. Characteristic plan of marketing
6. Step in making plan of marketing

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining steps in the plan of marketing.	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**
 Course Code : MWU 109
 Credit Hours : 2 X 3 X 50
 Number of Meeting : 8 & 9

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student earn to explain about preparing of human resource and also the way of developing skill of HR

B. Main Topic : Human resource for organization entrepreneurship

- C. Sub Topic** :
1. Steps of preparing of Human Resource
 2. Source from SDM
 3. Technique of development skill
 4. Understanding motivate
 5. Type of Communications

D. Set of Course

Phase	Teaching Activities	Students Activities	Media
Introduction	1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO	1. Pay Attention 2. Pay Questions	OHT, OHP & whiteboard
Contents	Explaining the way of preparing HR for organization.	1. Pay Attention 2. Pay Questions	OHT, OHP & whiteboard
Summary	1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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- <http://www.kumpulan-usahawan-muslim.com.my/>

SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 2 X 3 X 50

Number of Meeting : 10 + 11

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student earn to explain about organizational planning

B. Main Topic : Organizational planning of entrepreneurships

C. Sub Topic :

1. Planning type
2. Planning and mount management
3. Approach in the plan
4. Planning appliances

D. Set of Course

Tahap Kegiatan	Kegiatan Pengajar	Kegiatan Mahasiswa	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Contents	Explaining its important organizational planning in business entrepreneur	<ol style="list-style-type: none"> 1. Pay Attention 2. Pay Questions 	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

F. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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SET OF COURSE

Course Title : **ENTREPRENEURSHIP**

Course Code : MWU 109

Credit Hours : 2 X 3 X 50

Number of Meeting : 12 + 13

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurships, delay and professional

2. Specific Instructional Objective:

Student earn to explain about departmentalization, span management, and also the organizational development

B. Main Topic : Organizational

C. Sub Topic :

1. Organizational theory
2. Departmentalization, span management, scalar
3. Organizational Individual activity
4. Organizational development

D. Set of Course

Tahap Kegiatan	Kegiatan Pengajar	Kegiatan Mahasiswa	Media
Introduction	<ol style="list-style-type: none"> 1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO 	Pay Attention Pay Questions	OHT, OHP & whiteboard
Contents	Explaining about way of comprehending important elements in organization.	Pay Attention Pay Questions	OHT, OHP & whiteboard
Summary	<ol style="list-style-type: none"> 1. Summarizing the material 2. Giving questions 3. Giving general description for up-coming course 		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kwiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
- Peter F. Drucker, *Inovasi dan Kewiraswastaan Praktek dan Dasar-dasar*, Gelora Aksara Pratama, 1994. (P)
- Suryana, *Entrepreneurship, Pedoman Praktis, Kiat dan Proses menuju Sukses*, Salemba Empat, Jakarta, 2003 (S)
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- <http://www.kumpulan-usahawan-muslim.com.my/>

SET OF COURSE

Course Title : **ENTREPRENEURSHIP**
 Course Code : MWU 109
 Credit Hours : 1 X 3 X 50
 Number of Meeting : 14

A. Objective :

1. Generic Instructional Objective:

After learning this course exp, students are expected own soul and bounce well entrepreneurs, delay and professional

2. Specific Instructional Objective:

Student earns to know practice entrepreneur directly.

B. Main Topic : Visit to field.

C. Sub Topic :

1. Entrepreneur Experience
2. Tips operational business

D. Set of Course

Tahap Kegiatan	Kegiatan Pengajar	Kegiatan Mahasiswa	Media
Introduction	1. Explaining the range of course 2. Explaining the benefit of course 3. Explaining the competency of GIO and SIO	Pay Attention Pay Questions	OHT, OHP & whiteboard
Contents	Explaining about experience from entrepreneur	Pay Attention Pay Questions	OHT, OHP & whiteboard
Summary	1. Summarizing the material 2. Giving questions		OHT, OHP & whiteboard

E. Evaluations:

Giving questions or case study for small groups discussion and class discussion to evaluate the understandability of students concerning the course material.

F. Task:

1. Reading items for the meeting here in after
2. Make small group

G. References:

- Masykur Wiratmo, *Pengantar kewiraswastaan kerangka dasar memasuki dunia bisnis*, BPFE, Yogyakarta, 1996. (MW)
- Rusman Hakim, *Kiat Sukses berwiraswasta*, Gramedia, Jakarta, 1998. (RH)
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