



### Module Description of Entrepreneurship

Module Name	:	Entrepreneurship
Module Level	:	Bachelor
Code, if applicable	:	23H01120802
Subtitle, if applicable	:	-
Courses, if applicable	:	Entrepreneurship
Semester(s) in which the module is taught	:	3 (Third Semester)
Module coordinator(s)	:	Prof. Dr. Hasmawati, M.Si.
Lecturer(s)	:	Prof. Dr. Hasmawati, M.Si., Dr. Khaeruddin, M.Sc.
Language	:	Bahasa (Indonesian language)
Relation to curriculum	:	Compulsory course in second year for Bachelor degree in Mathematics
Type of teaching/teaching method	:	Lecturing, Small Group Discussion, Cooperative Learning, Self-Directed Learning
Contact hours	:	100 minutes lectures per week, 120 minutes structured activities per week, and 120 minutes independent study per week
Workload	:	Total workload is 90 hours per semester which consists of 26.7 hours per semester for Learning and Teaching, 31.7 hours per semester for Self-Study, and 31.7 hours per semester for Structured Works
Credit points	:	2 (3.2 ECTS)
Requirements according to the examination regulations	:	Students are required to attend at least 80% of the total meetings which is recorded via the attendance menu at <a href="https://sikola-v2.unhas.ac.id/">https://sikola-v2.unhas.ac.id/</a> , complete all mandatory assignments, and obtain permission from the lecturer to participate in the written examination.
Recommended prerequisites	:	None
Module objectives/intended learning outcomes	:	<p>After the completion of this module, the student will be able to:</p> <p>CLO 1. Students have integrity that upholds the highest divinity, social responsibility, and professional ethics;</p> <p>CLO 2. Students are able to develop their skills or talents, and communicate individually and in teamwork;</p> <p>CLO 3. Students are able to adapt and develop integrity in communicating, socializing, and collaborating with many people.</p>



		<p>The following is the mapping of the ILO and the CLO of this course:</p> <table><tr><td></td><td>ILO 7</td><td>ILO 8</td><td>ILO 9</td></tr><tr><td>CLO 1</td><td></td><td>X</td><td></td></tr><tr><td>CLO 2</td><td>X</td><td></td><td></td></tr><tr><td>CLO 3</td><td></td><td></td><td>X</td></tr></table>		ILO 7	ILO 8	ILO 9	CLO 1		X		CLO 2	X			CLO 3			X											
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Content	:	<p>The Entrepreneurship course introduces students to the fundamental concepts and principles of entrepreneurship, including its definition, basic principles, motivation to start a business, entrepreneurial concepts and characteristics, and the relationship between entrepreneurship as a field of study and real entrepreneurial practice. The course also covers business opportunities, financial management, and marketing strategies. Assessments include quizzes in weeks four and twelve, a written exam in week eight, and week sixteen. The main goal of the course is to foster students' awareness, willingness, and ability to become entrepreneurs by utilizing their personal potential and local natural resources with an entrepreneurial spirit.</p>																											
Study and examination requirements	:	<p>Study and examination requirements:</p> <ul style="list-style-type: none"><li>• Students must attend 15 minutes before the class starts.</li><li>• Students must switch off all electronic devices.</li><li>• Students must inform the lecturer if they will not attend the class due to sickness, etc.</li><li>• Students must submit all class assignments before the deadline.</li></ul> <p>Students must attend the exam to get final grade.</p>																											
Exams and assessment formats	:	<p>Participants are marked based on their performance in theory: Quizzes (10%), Report (55%), and Presentation (35%).</p> <p>Reports measure analytical and writing skills. Presentations evaluate oral communication, organization of ideas, and confidence in delivering academic material. Quizzes are used to test continuous understanding of weekly content. Altogether, these components account for 100% of the final grade.</p> <p>Students are marked based on their percentage of points obtained and based on the following grade scale:</p> <table><tr><th>Percentage of Achievement</th><th>Grade</th><th>Conversion Value</th></tr><tr><td>85 – 100</td><td>A</td><td>4.00</td></tr><tr><td>80 - &lt;85</td><td>A-</td><td>3.75</td></tr><tr><td>75 - &lt; 80</td><td>B+</td><td>3.5</td></tr><tr><td>70 - &lt; 75</td><td>B</td><td>3.0</td></tr><tr><td>65 - &lt; 70</td><td>B-</td><td>2.75</td></tr><tr><td>60 - &lt; 65</td><td>C+</td><td>2.5</td></tr><tr><td>50 - &lt; 60</td><td>C</td><td>2.00</td></tr><tr><td>40 - &lt; 50</td><td>D</td><td>1.00</td></tr></table>	Percentage of Achievement	Grade	Conversion Value	85 – 100	A	4.00	80 - <85	A-	3.75	75 - < 80	B+	3.5	70 - < 75	B	3.0	65 - < 70	B-	2.75	60 - < 65	C+	2.5	50 - < 60	C	2.00	40 - < 50	D	1.00
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		< 40	E	0.00	
Reading list	:	<ol style="list-style-type: none"><li>1. Abdullah, T dan Tantri F. 2012. Manajemen Pemasaran Cetakan Pertama. Raja Grafindo</li><li>2. Fahmi. 2013. Manajemen Strategis. Bandung: Alfabeta</li><li>3. Hasan, A. 2013. Marketing dan Kasus-Kasus Pilihan. CAPS. Yogyakarta.</li><li>4. Osterwalders A, Pigneur Y, Bernarda G, Smith A (2015) Value proposition design. Journal of business models 3 (1): 81-92</li><li>5. Richard L. Daft. Edward Tanujaya (Penterjemah). 2010. Era Baru Manajemen. Edisi 9, Salemba Empat Irham.</li><li>6. Dr. Drs. H. Yadiman, SH., MH. Hukum Bisnis, LEKKAS bandung September 2019</li><li>7. Rukka, R.M., N. Busthanul dan N. Fatonny, 2018. Strategi Pengembangan Bisnis Keripik Bayam. Jurnal Sosial Ekonomi Pertanian, Vol.14 (1), halaman 41-54. <a href="http://journal.unhas.ac.id/index.php/jsep/article/view/3622">http://journal.unhas.ac.id/index.php/jsep/article/view/3622</a></li></ol>			
Last revision date	:	February 5th, 2025			