Course	Course Name	: Technopreneurship
	Course Code	: UG 184915
	Credit	: 2
	Semester	: 5 or 7

COURSE DESCRIPTION

This course provides students with the understanding and skills to be able to identify and evaluate technology-based business opportunities in accordance with students' fields of expertise, as well as develop these business opportunities. This course combines an integrated introduction of theory and hands-on experience in developing business ideas and opportunities. In the end, students are expected to be able to convert business opportunities into effective business plans.

The subjects in this course include: business and entrepreneurship concepts, entrepreneurial mindset and self-evaluation, creativity and identification of business opportunities, business models, business opportunity analysis and evaluation, market analysis and planning, cost analysis and product pricing, team building and human resource planning, financial planning, capital, and business plan development.

GENERAL LEARNING OUTCOME

Attitude:
1. Acting as a proud and loving citizen of the country, having nationalism and a sense of responsibility to the country and nation (S-4)
2. Internalize the spirit of independence, struggle, and entrepreneurship (S-10)
3. Try your best to achieve perfect results (S-11)
4. Working collaboratively to be able to maximize potential resources (S-12)

General skills:
1. Able to show independent, quality, and measurable performance (KU-2)
2. Able to be responsible for the achievement of group work results and conduct supervision and evaluation of the completion of work assigned to workers under his responsibility (KU-7)
3. Able to apply entrepreneurship and understand technology-based entrepreneurship (KU-13)

COURSE LEARNING OUTCOME

Main skills:
1. Able to adapt to the situation at hand and survive in uncertain conditions.
2. Able to innovate and be creative to produce market-based business / product design (prototype) technology-oriented by utilizing science and technology.
3. Able to prepare business plan proposals that are ready to be submitted to investors or funders.
4. Responsible for one's own work and can be given responsibility for the achievement of teamwork by promoting business ethics.
5. Able to take business risks with the right calculation.

Knowledge:
1. Able to apply their fields of expertise and utilize science and technology in their fields to solve environmental and residential, marine, energy, and information technology issues with the concept of sustainable development and create jobs according to their field of expertise.
2. Able to take the right decisions based on the analysis of information and data armed with the insight of sustainable development (sustainable development) which includes aspects of the environment and settlement, marine, energy and information technology as well as promoting social awareness

TOPICS

1. Introduction to technopreneurship and business
2. Recognize opportunities and create business ideas
3. Value of business
4. Develop an effective business model
5. Systematics of business plan writing
6. Marketing management
7. Operations and HR management
8. Financial management

REFERENCES

Main reference
1. ITS Technopreneurship Development Team. (2015). Technopreneurship. Surabaya: ITS Press.

Supporting references
1. Barringer, BR, & Ireland, RD (2010). Entrepreneurship: Successfully launching new ventures. Upper Saddle River, NJ: Prentice Hall.
2. International Labor Organization, Generate Your Business Idea
3. International Labor Organization, Starting a Business
4. Osterwalder, A., Pigneur, Y., & Clark, T. (2010). Business model generation: A handbook for visionaries, game changers, and challengers. Hoboken, NJ: Wiley.
5. William, BK, Sawyer, SC, Berston, S., (2013). Business: A Practical Introduction. Upper Saddle River, NJ: Prentice Hall

PREREQUISITE

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