

MODULE HANDBOOK

TECHNOPRENEUR

Module name	Technopreneur	
Module level	Undergraduate	
Code	UG184915	
Course (if applicable)	Technopreneur	
Semester	First and Second Semester	
Person responsible for the module	Lienggar Rahadiantino, S.E., M.Sc	
Lecturer	ITS Technopreneur Lecturer Team	
Language	Bahasa Indonesia	
Relation to curriculum	Undergraduate degree program, mandatory , 6 th semester.	
Type of teaching, contact hours	Lectures, <60 students	
Workload	<ol style="list-style-type: none"> 1. Lectures : 2 x 50 = 100 minutes per week. 2. Exercises and Assignments : 2 x 60 = 120 minutes (2 hours) per week. 3. Private learning : 2 x 60 = 120 minutes (2 hours) per week. 	
Credit points	2 credit points (sks)	
Requirements according to the examination regulations	A student must have attended at least 75% of the lectures to sit in the exams.	
Mandatory prerequisites	-	
Learning outcomes and their corresponding PLOs	<p>Course Learning Outcome (CLO) after completing this module,</p> <p>CLO 1: Able to adapt to situations at hand and survive in uncertain conditions by performing feasibility analysis calculations.</p> <p>CLO 2: Able to innovate and be creative to produce market-oriented technology-based business designs / products (prototypes) by utilizing science and technology.</p> <p>CLO 3: Able to recognize and formulate marketing models and formulate the needs for HR aspects through</p>	<p>PLO-KU2</p> <p>PLO-KU1</p> <p>PLO-KU9</p>

	<p>a marketing strategy approach based on the stages which are manifested in simulations to build a sense of team responsibility that promotes business ethics.</p> <p>CLO 4: Able to compile a financial plan and formulate the needs for operational aspects which can be applied in a business proposal.</p> <p>CLO 5: Able to compile attractive business plan proposals and persuade investors</p>	<p>PLO-S5</p> <p>PLO-KU2</p>
Content	<p>This course provides students with understanding and skills to identify and evaluate technology-based business opportunities in accordance with the student's area of expertise, as well as to develop these business opportunities. This course combines the theoretical introduction and hands-on experience in an integrated manner in developing business ideas and opportunities. In the end, students are expected to be able to pour business opportunities into an effective business plan.</p>	
Study and examination requirements and forms of examination	<ul style="list-style-type: none"> ● Group presentation ● Assignment 1, 2, 3, 4, 5, 6 ● Mid-term examination ● Final examination 	
Media employed	<p>LCD, whiteboard, websites (myITS Classroom), zoom.</p>	
Reading list	<p>Main :</p> <ol style="list-style-type: none"> 1. ITS Technopreneurship Development Team. (2015). Technopreneurship. Surabaya: ITS Press. <p>Supporting :</p> <ol style="list-style-type: none"> 1. Barringer, B. R., & Ireland, R. D. (2010). Entrepreneurship: Successfully launching new ventures. Upper Saddle River, N.J: Prentice Hall. 2. International Labor Organization, Generate Your Business Idea. 3. International Labor Organization, Starting 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, B. K., Sawyer, S. C., Berston, S., (2013). Business: A Practical Introduction. Upper Saddle River, N.J: Prentice Hall. 6. Kotler, Philips (2002). Marketing Management. Erlangga (Translated edition). 	