

UG234915 - Technopreneurship

Module Name	Technopreneur
Module level, if applicable	General Knowledge
Code, if applicable	UG234915
Subtitle, if applicable	-
Course, if applicable	Technopreneur
Semester(s) in which the module is taught	6 th (even) - 7 th (odd) Semester
Person responsible for the module	Muchammad Nurif
Lecturer	Yuni Setyaningsih Muhammad Ubaidillah Al Mustofa Lecturer Team of Technopreneur ITS
Language	Indonesian
Relation to curriculum	Compulsory Courses for undergraduate program in Urban and Regional Planning
Type of teaching, contact hours	M1: Group discussion M4: Collaborative learning M5: Cooperative learning M6: Project-based learning M7: Problem-based learning Lecture (Face to face lecture): 1.5 hours x 12 weeks per semester
Workload	Regular (2 SKS) Class: 1.5 hours x 12 weeks = 18 Hours Structured activities: 2.83 hours x 12 weeks = 34 hours Independent Study: 2.83 hours x 12 weeks = 34 hours Exam: 1.5 hours x 4 time = 6 hours Total = 92 hours
Credit points	2 SKS ~ 3.2 ECTS
Requirements according to the examination regulations	Registered in this course Minimum 80% attendance in this course
Recommended prerequisites	-

<p>Module objectives/intended learning outcomes</p>	<p>General Knowledge:</p> <ol style="list-style-type: none"> 1. Act as a citizen who is proud and loves the motherland, has nationalism and a sense of responsibility to the state and nation. 2. Spirit of independence, struggle, and entrepreneurship. 3. Try your best to achieve perfect results. 4. Work together to make the most of their potential. 5. Students are able to demonstrate independent, quality, and measurable performance. 6. Students are able to be responsible for the achievement of group work results and supervise and evaluate the completion of work assigned to workers who are under their responsibility. 7. Students are able to apply entrepreneurship and understand technology-based entrepreneurship. <p>Spesific Knowledge:</p> <ol style="list-style-type: none"> 1. Students are able to adapt to the situation at hand and survive in uncertain conditions. 2. Students are able to innovate and be creative to produce designs or prototypes of technology-based products/services by utilizing market-oriented science and technology (e-commerce/ marketplace). 3. Students are able to prepare business plan proposals that are feasible to submit to investors/funders. 4. Responsible for own work and can be given responsibility for achieving teamwork results by prioritizing business ethics. 5. Students are able and dare to take business risks with the right calculations.
<p>Content</p>	<ol style="list-style-type: none"> 1. Introduction to Technopreneur and Business 2. Identify Opportunities and Generate Business Ideas 3. Business Eligibility 4. Develop an effective Business Model 5. Business Plan Writing Systematics 6. Marketing Management 7. Operations and HR Management 8. Financial Management

Study and examination requirements and forms of examination	<p>4 assessments:</p> <table border="1" data-bbox="703 262 1263 699"> <thead> <tr> <th>Evaluation</th> <th>Method</th> <th>Weight</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Activeness in class and individual assignments</td> <td>20%</td> </tr> <tr> <td>2</td> <td>Creating business ideas</td> <td>20%</td> </tr> <tr> <td>3</td> <td>Business Model, Marketing Plan, and Prototyping</td> <td>20%</td> </tr> <tr> <td>4</td> <td>Prototypes and Business Plans</td> <td>40%</td> </tr> </tbody> </table> <p> 1. Activeness in class and individual assignments - throughout the semester 2. Creating business ideas - week 4 until week 5 3. Business Model, Marketing Plan, and Prototyping - week 9 until week 10 4. Prototypes and Business Plans - week 15 until week 16 </p>	Evaluation	Method	Weight	1	Activeness in class and individual assignments	20%	2	Creating business ideas	20%	3	Business Model, Marketing Plan, and Prototyping	20%	4	Prototypes and Business Plans	40%
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1	Activeness in class and individual assignments	20%														
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Media employed	<p>Classical teaching tools with white board and power point presentation, audiovisual, zoom meeting, ITS online classroom.</p>															
Reading list	<ol style="list-style-type: none"> 1. Development Team of Technopreneurship ITS. (2015). Technopreneurship. Surabaya: ITS Press. 2. Barringer, B. R., & Ireland, R. D. (2010). Entrepreneurship: Successfully launching new ventures. Upper Saddle River, N.J: Prentice Hall. 3. Osterwalder, A., Pigneur, Y., & Clark, T. (2010). Business model generation: A handbook for visionaries, game changers, and challengers. Hoboken, NJ: Wiley. 4. William, B. K., Sawyer, S. C., Berston, S., (2013). Business: A Practical Introduction. Upper Saddle River, N.J: Prentice Hall 5. International Labor Organization., (2014) Start and Improve Your Business: Implemetation Guide. ISBN: 9789221288060; 9789221288077 (web pdf) 6. International Labor Organization., (2015). Generate Your Business Idea. ISBN: 9789221287575; 9789221287582 (web pdf) 7. Kotler, Philip. 2010. Manajemen Pemasaran. Edisi tiga belas Bahasa Indonesia. Jilid 1 dan 2. Jakarta : Erlangga 															