

Module Description: Entrepreneurship (21R01121702)

Module design	Course Module
Semester(s) in which the module is taught	IV
Person responsible for the module	Nurhaya Nurdin, S.Kep.,Ns.,MN.,MPH.
Lecturer	<ol style="list-style-type: none"> 1. [NN] Nurhaya Nurdin, S.Kep.,Ns.,MN.,MPH (Koord) 2. [AP] Arnis Puspitha, S.Kep.,Ns.,M.Kes 3. [NF] Nur Fadilah, S.Kep.,Ns.,MN. 4. [EF] Nurlaila Fitriani, S.Kep.,Ns., M.Kep.Sp.Kep.J.
Language	Bilingual, Bahasa Indonesia and English
Relation to Curriculum	This course is a compulsory course and offered in the 4th semester.
Teaching methods	<p>Teaching methods applied for this course are:</p> <ul style="list-style-type: none"> - Interactive learning (eg: Mini Lecture, SGD, case study, Movie Review, Cultural Showcase, Gallery Walk) - Structured assignments (i.e., Group report, group presentation, forum discussion, written test) - Team Based Project <p>The class size for lecture is approximately 60 students.</p> <p>Contact hours for lecture is 26.67 hours, assignments are 32 hours, and practice are 90,67 hours.</p>
Workload (incl. contact hours, self-study hours)	<p>For this course, students are required to meet a minimum of 90,67 hours in one semester, which consist of:</p> <ul style="list-style-type: none"> - 26,67 hours for lecture (ECTS 0.89) - 32 hours for structured assignments, (ECTS 1.07) - 32 hours for private study, (ECTS 1.07) -
Credit points	2 credit points (equivalent with 3.02 ECTS)
Recommend and requirements prerequisites for joining the module	-
Module objectives/intended learning outcomes	<p>After completing the course, students will be:</p> <p>Knowledge CLO1: Capable to understand and integrate various concepts of Entrepreneurship and applied it on business proposal (K).</p> <p>Attitude CLO2: Capable to demonstrate an entrepreneurial spirit with a maritime character (A)</p>
Content	This course will help students understand the basic concepts of entrepreneurship, identify the characteristics and traits of entrepreneurs,

	<p>develop ideas and business opportunities, through entrepreneurship in the field of health and nursing, which will be implemented in the form of a business proposal and communicated visually through marketing strategies to consumers. It will also be presented verbally to potential investors through a pitch deck presentation.</p> <p>Topics to learn:</p> <ol style="list-style-type: none"> 1. Basic Entrepreneurship Concepts, Entrepreneurship Objectives & Benefits, Entrepreneurship Principles, Entrepreneurship Characteristics 2. Building an Entrepreneurial Mindset 3. Types of Entrepreneurship 4. Identifying & Determining Business Opportunities 5. Entrepreneurship in the Nursing Field (Nursepreneur) 6. Homecare Concept & Regulation in the Nursing Field 7. Key Elements of a Business Proposal 8. Visual Branding 9. Business Model Canvas Concept & Application 10. Marketing Strategy & Digital Marketing 11. Canva Application & Photography in Supporting Business Marketing 12. Calculating Investment Costs & Recording Business Finances 13. Business Idea Concept & Presentation
Examination forms	Business Idea Presentation
Study and examination requirements	<p>Study and examination requirements:</p> <ul style="list-style-type: none"> - Students must attend the whole meeting class. - Students must inform the lecturer if they will not attend the class due to sickness, grief, etc. - Student must actively involved in group task - Students must submit all class assignments (both individual and group task) before the deadline. - If the student need extra time due to certain reason acceptable, please inform the coordinator in advance (at least H-3 before the due date) - Students must attend the final grade. - Student who need special assistance (eg: Students with disability, non Indonesian students) please inform the coordinator before the class started to adjust the learning method and support needed.
Reading list	<p>Primary Sources:</p> <ol style="list-style-type: none"> 1. Abidin, Z. & Hayati, N. (2020). Kewirausahaan dan bisnis untuk keperawatan; Membangun dan menciptakan bidang usaha kesehatan. Jakarta; Mitra Wacana Media.(tersedia online) 2. 3. Istianingsih (2019). Kewirausahaan; Buku Aja Untuk Mahasiswa. Jakarta: Tribudhi Pelita Indonesia. (Tersedia online) 4. Buku Ajar Kewirausahaan Terapan. Ed.2. Unit Pengembangan Kewirausahaan dan Bisnis Universitas Hasanuddin. Makassar. <p>Additional Sources:</p> <ol style="list-style-type: none"> 5. Basrowi, 2011. Kewirausahaan Untuk Perguruan Tinggi. Ghalia Indonesia. Bogor.

	<p>6. Ananda, Rusydi, dan Tien Rafida. 2016. Pengantar Kewirausahaan: Rekayasa Akademik Melahirkan Entrepreneurship. Perdana Publishing. Medan</p> <p>Internet Sources:</p> <ol style="list-style-type: none"> 1. Website: https://studentpreneur.id/ 2. Tokoh inspiratif: https://studentpreneur.id/category/best-people/ 3. Motivasi Berwirausaha: https://slideplayer.info/slide/2662444/ 4. Kewirausahaan Sosial : https://slideplayer.info/slide/3121634/ 5. Panduan Membuat Business Model Canvas (BMC) : https://studentpreneur.id/bmc-101-cara-mengisi-dan-contoh-busines-s-model-canvas-yang-benar/ 6. Branding bagi pemula: https://binus.ac.id/malang/2017/09/branding-untuk-pemula/ 7. Brand is everything: https://binus.ac.id/malang/2017/04/branding-is-everything/ 8. Foto Produk, Tips dan Teknik pengambilan foto produk usaha : https://majoo.id/solusi/detail/foto-produk 9. Membuat poster usaha di Canva: https://www.canva.com/id_id/membuat/poster/iklan/ 10. Membuat video produk di Canva : https://www.canva.com/id_id/membuat/video/pemasaran/ 11. Pitch Deck usaha: https://glints.com/id/lowongan/pitch-deck-adalah/#.Y IXg3ZBw2w
Cluster of Competence	Behavioral Social Sciences and Nursing Ethics
Forms of Assessment	<ul style="list-style-type: none"> - Group Paper on Entrepreneur character (15%) - SGD (10%) - Business Model Canvas (15%) - Flyer & Video Promotion (20%) - Business Proposal (25%) - Pitch deck presentation (15%)
Date of Last Amendment Date	January 2022

Course Learning Outcome Assessment of Learning Outcomes for Course Modules

Course Module Name : Entrepreneurship
Code : 21R01120802
Semester : II
Person responsible for the module : Nurhaya Nurdin, S.Kep.,Ns.,MN.,MPH.
Lecturers : 1. Arnis Puspitha, S.Kep.,Ns.,M.Kes
 2. Nur Fadilah, S.Kep.,Ns.,M.Kes.
 3. Nurlaila Fitriani, S.Kep.,Ns.,M.Kep.,Sp.Kep. J.

Intended Learning Outcomes	Course Module Objectives	List of Assessments	List of Rubrics
<p>Knowledge (K):</p> <p>Nursing graduates master nursing science and also information system and technology to provide patients with nursing care based on scientific nursing process and approaches.</p>	<p>After completing the course, students will be:</p> <p>CLO1: Capable to understand and integrate various concepts of Entrepreneurship and applied it on business proposal (K).</p>	<p>Assisgnments:</p> <ol style="list-style-type: none"> 1. Investigative Learning on Enterperenur’s characters. 2. Small Group Discussion on Business idea possibility 3. Writing Business Model Canvas 	<p>Rubric of Investigative Learning</p> <p>Rubric for Small Group Discussion</p> <p>Rubric for BMC</p>
<p>Attitude (A):</p> <p>Nursing graduates are individuals who are pious and maritime spirited, exhibit professional behaviours, ethical principles, legal perspective, and embrace culturally sensitive aspects in nursing</p>	<p>Attitude:</p> <p>CLO2: Capable to demonstrate an entrepreneurial spirit with a maritime character (A)</p>	<p>Assignments:</p> <ol style="list-style-type: none"> 1. Writing Business Proposal for Small Scale Business 2. Creating flyer & Video promotion using Canva 3. Pitch Deck Presentation 	<p>Rubric of Business Proposal</p> <p>Rubric for Flyer & Video</p> <p>Rubric for Pitch Deck Presentation</p>

Proportion of assessment aspects according to the course learning outcomes.

No	Code	CLO	Sub CLO	Learning Method	Evaluation Methods					Proportion						
					Participatory Analysis	Project Result	Assignment	Quis	Mid-test		Final Test					
1	K	CLO 1	Sub CLO 1 & 2	Investigative Learning	Group Paper on Entrepreneur character (15%)		Group Bussiness idea presentation (10%)					15%				
			Sub CLO 3	SGD									10%			
			Sub CLO 4	Writing BMC								BMC Sheet (15%)				15%
			Sub CLO 5	Writing Proposal								Bussiness Proposal (25%)				25%
2	A	CLO 2	Sub CLO 6 & 7	Practice on Canva		Creating Flyer & video promotion (20%)						20%				
			Sub CLO 8 & 9	Presentation	Pitch Deck Presentation (15%)							15%				
TOTAL					30%	60%%	10%	0%	0%	0%	100%					

Small Group Discussion Rubrics

Criteria	Excellent (4)	Proficient (3)	Basic (2)	Unsatisfactory (1)
Participation	Actively engages in the discussion, consistently contributing valuable insights and ideas. Demonstrates excellent listening skills.	Mostly active in the discussion, offering valuable contributions. Demonstrates good listening skills.	Participates but occasionally dominates or is passive. Demonstrates limited listening skills.	Rarely participates or contributes; often disengaged or disruptive.
Contribution	Provides well-thought-out, relevant, and insightful contributions that enhance the discussion. Promotes critical thinking.	Offers contributions that are generally relevant and add value to the discussion. May need more depth or clarity.	Offers contributions that may be somewhat relevant but lack depth or clarity.	Contributions are unclear, irrelevant, or detrimental to the discussion.
Collaboration	Actively collaborates with others, encourages group cohesion, and helps facilitate a smooth discussion flow.	Collaborates effectively with group members, maintaining a positive group dynamic.	Sometimes collaborates but may hinder group cohesion or dynamics.	Rarely collaborates or negatively impacts group dynamics.
Communication Skills	Demonstrates exceptional communication skills, using clear, concise, and respectful language. Actively listens and responds constructively.	Communicates effectively, with clear and respectful language. Listens and responds appropriately.	Communicates adequately but may occasionally lack clarity or respect in language. Listening skills vary.	Communication is often unclear, disrespectful, or disruptive. Poor listening skills.
Preparation	Comes well-prepared, having thoroughly reviewed the material or topics. Provides evidence of research or thoughtful consideration.	Comes prepared, having reviewed the material or topics. Offers some evidence of research or preparation.	Comes somewhat prepared, with limited evidence of review or research.	Appears unprepared or minimally engaged with the material or topics.
Overall Contribution	Consistently contributes positively to the group's goals, actively enhancing the discussion.	Generally, contributes positively to the group's goals, supporting the discussion.	Contributes but may sometimes hinder the group's goals or discussion.	Contributes negatively or minimally to the group's goals, detracting from the discussion.

Overall Comments:

Overall Score: (Calculate the overall score based on the total points and criteria.)

Excellent (16-20 points)

Proficient (11-15 points)

Basic (6-10 points)

Unsatisfactory (1-5 points)

Assessment for Investigative Learning

Criteria	Excellent (4)	Proficient (3)	Basic (2)	Unsatisfactory (1)
Selection of Businessman	Student selects an exceptional and highly	Student selects a relevant successful	Student selects a businessman, but the	Student selects an inappropriate or

	relevant successful businessman with a well-documented entrepreneurial journey.	businessman with a clear entrepreneurial journey.	choice may lack relevance or a well-documented entrepreneurial journey.	irrelevant businessman with little or no entrepreneurial journey.
Research Depth	Student conducts extensive research, utilizing a wide range of reliable and credible sources. Information gathered is comprehensive and well-documented.	Student conducts thorough research, utilizing multiple reliable sources. Information is mostly comprehensive and well-documented.	Student conducts limited research with some reliance on a single source. Information may be somewhat superficial or lacking documentation.	Student conducts minimal research, relying on unverified or irrelevant sources. Information is inadequate and poorly documented.
Identification of Entrepreneurial Characteristics	Exceptional ability to identify and analyze entrepreneurial characteristics demonstrated by the businessman. Provides clear and specific examples, demonstrating a deep understanding.	Proficient in identifying and analyzing entrepreneurial characteristics demonstrated by the businessman. Provides clear explanations and relevant examples.	Basic identification of entrepreneurial characteristics demonstrated by the businessman, with limited explanations and examples.	Fails to identify or accurately analyze entrepreneurial characteristics demonstrated by the businessman. Lacks clear explanations and relevant examples.
Critical Thinking and Analysis	Demonstrates outstanding critical thinking skills in evaluating the significance and impact of identified characteristics. Offers unique insights and perspectives.	Displays strong critical thinking skills in assessing the significance and impact of identified characteristics. Offers insightful perspectives.	Basic critical thinking skills used to assess the significance and impact of identified characteristics. May lack depth or unique insights.	Limited critical thinking evident in assessing the significance and impact of identified characteristics. Analysis is superficial or missing.
Communication of Findings	Exceptionally well-structured and organized presentation of findings. Communicates with exceptional clarity, using proper grammar and language.	Well-structured presentation of findings with clear communication. Minor grammar or language issues may be present.	Somewhat organized presentation of findings, with some communication issues affecting clarity.	Poorly organized presentation of findings, making it difficult to understand. Significant grammar and language issues.
Engagement and Presentation	Actively participates in group discussions and collaborative activities. Demonstrates high levels of enthusiasm and engagement throughout the investigative process.	Mostly active and engaged in group discussions and collaborative activities. Shows enthusiasm for the project.	Participates but may not consistently engage in group discussions and collaborative activities. Enthusiasm varies.	Rarely participates and lacks engagement in group discussions and collaborative activities. Low enthusiasm.
Overall Contribution	Consistently makes outstanding contributions to the investigative project, enhancing the understanding of the businessman's	Generally makes valuable contributions to the investigative project, supporting the understanding of the businessman's entrepreneurial characteristics.	Makes contributions but may occasionally hinder the project's progress or understanding.	Makes minimal or detrimental contributions to the investigative project.

	entrepreneurial characteristics.			
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Overall Comments:

Overall Score: (Calculate the overall score based on the total points and criteria.)

- Excellent (16-20 points)
- Proficient (11-15 points)
- Basic (6-10 points)
- Unsatisfactory (1-5 points)

Feel free to modify this rubric to align with your specific assessment objectives and grading scale. This rubric is designed to assess the investigative learning process and the ability of students to research and analyze the entrepreneurial characteristics of a successful businessman effectively.

Pitch Deck Presentation Rubric

Criteria	Excellent (4)	Proficient (3)	Basic (2)	Unsatisfactory (1)
Content & Clarity	Clear, well-organized, and engaging. All key points are articulated coherently.	Clear and organized, with logical articulation of key points.	Basic organization, some points may lack clarity.	Lack of clarity and organization.
Relevance & Importance	Demonstrates why the idea is unique and valuable.	Presents a good understanding but may require more	Addresses relevance and importance but lacks depth.	Fails to articulate relevance and importance.

		emphasis on uniqueness.		
Market Research	Thorough market research, compelling evidence of market viability.	Sufficient market research but may need more depth.	Limited market research, weak evidence of viability.	Lacks substantive market research, no viability evidence.
Value Proposition	Clearly defines the value proposition and its relevance to customer needs.	Defines the value proposition but may need more clarity.	Provides a basic value proposition but lacks depth.	Fails to define a clear value proposition.
Visuals & Skills	Professional visuals and strong presentation skills.	Effective visuals but some room for improvement in presentation skills.	Visuals lack polish or professionalism, inconsistent presentation skills.	Poor visuals and weak presentation skills.
Q&A & Interaction	Confidently and effectively responds to questions, engages the audience.	Adequate responses but may require more confidence. Engages the audience but with lapses.	Responds to questions but lacks confidence, varying engagement.	Struggles to respond effectively, lacks confidence, fails to engage the audience.

Overall Comments:

Overall Score: (Calculate the overall score based on the total points and criteria.)

- Excellent (16-20 points)
- Proficient (11-15 points)
- Basic (6-10 points)
- Unsatisfactory (1-5 points)