



Subject Module  
 Department of Agribusiness  
 Faculty of Agriculture  
 University of Islam Malang

## MODULE HANDBOOK

<b>Module Title</b>	Small Business Management and Entrepreneurship
<b>Module Level, if available</b>	Undergraduate Study Program of Agribusiness
<b>Course Code</b>	MKW60712
<b>Headings, if available</b>	-
<b>Course (MK)</b>	Small Business Management and Entrepreneurship
<b>Semester</b>	4
<b>Course Coordinator</b>	Ir. M.N Sudjoni, MP.
<b>Teaching Team</b>	
<b>Language of instruction</b>	Indonesian Language / English
<b>Linkages with the Curriculum</b>	Study Program : Agribusiness Specialization: Agribusiness Type: Compulsory/ <del>Elective</del>
<b>Learning Methods and Duration</b>	<ol style="list-style-type: none"> <li>1. Lecture: 100 minutes/meeting (14 meetings)</li> <li>2. Practicum: 170 minutes/meeting (8 meetings)</li> <li>3. Structured Assignments/individual and group Assignments presentation</li> </ol>
<b>Student Study Load</b>	<ol style="list-style-type: none"> <li>1. Lecture: 100 minutes/meeting (14 meetings)</li> <li>2. Practicum: 170 minutes/meeting (8 meetings)</li> <li>3. Structured Assignments/quiz/group presentation</li> <li>4. Attendance: 75% of total attendance</li> </ol>
<b>Credit Weight</b>	3 credits or 5.1 ECTS
<b>Requirements for Passing the Course</b>	<ul style="list-style-type: none"> <li>• Attendance <math>\geq 75\%</math></li> <li>• The final score of all the components of the learning evaluation <math>\geq 50</math></li> </ul> The final score component: <ul style="list-style-type: none"> <li>• 20% Midterm Exam</li> <li>• 20% Final Exam</li> <li>• 30% Practicum</li> <li>• 20% Structured Assignments (individual and group)</li> <li>• 10% Presence</li> </ul>
<b>Prerequisite Courses</b>	-
<b>Learning Outcomes</b>	The expected learning outcomes are: <ol style="list-style-type: none"> <li>1. Able to respond to problems regarding entrepreneurship, agribusiness, and green food. (ILO 1)</li> <li>2. Able to analyze the rules and principles of agribusiness sciences, social sciences, economics, and agricultural techniques as the basic for innovative agribusiness disciplines (ILO 2)</li> <li>3. Able to implement agribusiness entrepreneurs that meets</li> </ol>

	the principles of food health and safety (ILO 7)
<b>Learning Content</b>	<p>After completing this course students are able to:</p> <ol style="list-style-type: none"> <li>1. Able to explain the concept of small business and entrepreneurship</li> <li>2. Able to formulate the concept of small business and entrepreneurship</li> <li>3. Able to implement a concept of small business and entrepreneurship</li> </ol> <p>The following are the subjects covered:</p> <ol style="list-style-type: none"> <li>1. Introduction</li> <li>2. Entrepreneurship's scope</li> <li>3. Entrepreneurial Success</li> <li>4. Establishing a new business</li> <li>5. Using Effective Selling Techniques</li> <li>6. Marketing Combination</li> <li>7. Management of Production</li> <li>8. Management of Product Quality</li> <li>9. Management of Human Resources Personnel</li> <li>10. Administration for Small Businesses</li> <li>11. Techniques for Creating Financing Proposals Case Study: A Franchise Business</li> <li>12. Trading company accounts</li> <li>13. Transaction analysis in trading firms</li> <li>14. Financial statements of trading firms</li> </ol>
<b>Test Terms and Forms</b>	<p>Examination requirements: A minimum of 75 % attendance to attend the final exam</p> <p>Forms of examination: Essay</p>
<b>Learning Media</b>	Projector and screen, Zoom application, Google Classroom, e-book, WA Group, Learning Management System (LMS UNISMA)
<b>References</b>	<p>Main References :</p> <p>Supporting References :</p>