



SEMESTER LEARNING PLAN (RPS)

Courses	Applied Agribusiness Management
Semester	7(Seven)
Course Code	MKW60723
College Courses	
MK Preconditions	
RPS Developer Lecturer	DR.. IR. BAMBANG SISWADI,MP
Mk Master Lecturer	DR.. IR. BAMBANG SISWADI,MP
Authentication Date	
Courses	Agribusiness
Faculty	Agriculture

ISLAMIC UNIVERSITY OF MALANG

2021



**ISLAMIC UNIVERSITY OF MALANG
FACULTY OF AGRICULTURE
AGRIBUSINESS STUDY PROGRAM**

SEMESTER LEARNING PLAN (RPS)

Courses/Semesters	Master Lecturer	Course Code	Credit Weight: 3
Applied Agribusiness Management	DR.. IR. BAMBANG SISWADI,MP	MKW60723	Theory:40%Practice: 60%
Authorization/Endorsement	RPS Developer Lecturer	Head of Study Program	Vice Dean I
	DR.. IR. BAMBANG SISWADI,MP	Dr. Dwi Susilowati, SP. MP	Dr. Ir. Anis Sholihah, M.P.
Learning Achievements	Graduate Learning Achievement (CPL) Study Program Charged in Courses		
	CPL Attitude: ILO 10 Berperilaku in accordance with the code of ethics and responsibilities of the Agribusiness <i>Entrepreneur</i> profession including management and marketing, project management, acquisition, personnel management, control		
	CPL General Skills: ILO 6 Is able to evaluate projects that are in accordance with techniques, methods, limitations, interpret data and infer it		
	CPL Special Skills ILO 1 Able to accept and respond to problems regarding entrepreneurship, agribusiness, and <i>green food</i> dengfullof responsibility.		
	CPL Knowledge: ILO 4 is able tounderstand project management methods, business practices (businesses), risks and changes in an increasingly competitive environment.		
	Learning Achievement Courses (CP-MK)		
	CPMK 1 Able to organize agribusiness business		
	CPMK 2 Able to apply the latest quantitative and quantitative methods in analyzing the problems, potential, and prospects of agribusiness		

	CPMK 3 Has the ability to lead business organizations in agribusiness CPMK 4 Has the skills to communicate agribusiness ideas, problems and problem solving
Course Output	Master the latest quantitative and qualitative methods to analyze agribusiness problems, business proposals
Expected Outcome	Students are able to draw up plans, development strategies in the field of agribusiness that are environmentally friendly and sustainable.
Brief Description of Course	This applied Agribusiness Management course is a course that must be taken by undergraduate students of the Agribusiness Study Program in the seventh semester, weighing 3 credits. Through this course, students are able to work on plans, development strategies in the field of agribusiness that is environmentally friendly and wandering.
Learning Materials:	<ol style="list-style-type: none"> 1. Commodity-based industrial trees that can be developed as agribusiness business ideas 2. <i>Overview</i> of agribusiness and industrial trees for commodities 3. Anatomy of the business plan → <i>review</i> outline of agribusiness business plan 4. Techniques for Finding Business Ideas 5. Identify the business environment (internal and external) 6. Application of SWOT analysis on the draft agribusiness business design group that has been compiled in practicums I and II 7. <i>How to build a star class company?</i> → concepts of quality, strategy and management, operations, marketing and selling skills 8. Principles of writing student activity proposals 9. Agribusiness business case study → <i>How to build a star class agrobusiness company</i> 10. Preparation of product description plan as well as production and operation techniques 11. Organizational Planning: 12. Implementation of organizational planning aspects on <i>the agribusiness plan</i> 13. A market analysis and marketing strategy 14. Feasibility <i>study</i> analysis and <i>its application</i>
Book	<p>Main:</p> <ol style="list-style-type: none"> 1. Director General of Nonformal and Informal Ministry of National Education, 2010, Business Planning Module (Directorate of Course and Institutional Development) 2. Ministry of National Education 2006, Business Plan Development Module 3. Downey, W.D. and S.P. Ericson. 1989. Agribusiness Management. Erlangga Publisher, Jakarta <p>Supporter</p> <ol style="list-style-type: none"> 4. Kartasapoetra, G., A.G. Kartasapoetra and R.G. Kartasapoetra. 1985. Agricultural Management (Agribusiness). Bina Aksara, Jakarta 5. Paradise, M. 2007. Agribusiness Management. Jember: Earth Script

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
1	Sub cpmk 1 Able to find and develop business potential in the field of agribusiness	<ol style="list-style-type: none"> Students are able to gather information about commodity-based industrial trees Students are able to identify agribusiness business development opportunities and the risks faced according to industry tree information that has been collected. 	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> The emergence of interest in exploring the creative ideas of agribusiness businesses Recognize that every business contains opportunities and risks Clarity of mastery of commodity-based industrial tree concepts and completeness of industrial tree information gathered <p>Assessment Techniques:</p> <ol style="list-style-type: none"> Performance Assessment (Observation of performances during 	<p>Form of learning: Offline Lectures</p> <p>Learning Methods: Q&A and <i>Small Group Discussion</i></p> <p>Media: Presentation media</p> <p>Student Learning Experience</p> <ol style="list-style-type: none"> Study commodity-based industrial trees that can be developed as agribusiness business ideas: rice-apples; soybeans; ubikayu-mango; corn-bananas; coconut-sweet potato; salak-mushrooms; potatoes; peanut-ginger Training about 		Lecture: 2 X 50 minutes	Commodity-based industrial trees that can be developed as agribusiness business ideas: rice-apples; soybean-jackfruit; ubikayu-mango; corn-bananas; coconut-sweet potato; salak-mushrooms; potatoes; peanut-ginger Libraries : 1,2,3	5

			discussions) 2. Quiz (Multiple-Choice)					
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Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
2	Sub CPMK 1 Able to find and develop business potential in the field of agribusiness	1. <i>Students are able to overview</i> agribusiness and industrial trees for commodities: rice-apples; soybean-jackfruit; yams-mangoes; corn-bananas; coconut-sweet potatoes; salak-mushrooms (@class 1 pair of commodities)	Assessment Criteria: <ol style="list-style-type: none"> Can set the topic of agribusiness business to be evaluated in groups The initial idea of a Business Plan (minimum 2 examples / groups) Originality of proposed business ideas Assessment Techniques: <ol style="list-style-type: none"> Performance Assessment (Observation of performances during discussions) Quiz (Multiple-Choice) 	Form of learning: Offline Lectures Learning Methods: Q&A and <i>Small Group Discussion</i> Media: Presentation Media Student Learning Experience <ol style="list-style-type: none"> Overview of agribusiness and industrial trees for commodities Presentations and discussions on the Concept of Maintaining Relationships With Customers 		Lecture: 2 x 50 minutes	1. <i>Overview of</i> agribusiness and industrial trees for commodities: rice-apples; soybean-jackfruit; ubikayu-mango; corn-banana; coconut-sweet potatoes; salak-mushrooms (@class 1 pair of commodities) Library: 1,2,3	5

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
3	<p>Sub CPMK 2</p> <p>Students are able to identify business opportunities and make business plans in the field of agribusiness.</p>	<ol style="list-style-type: none"> 1. Able to create a systematic identification formula of a business plan 2. Able to make evaluative conclusions on examples of agribusiness business plans commissioned by lecturers 	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1. Completeness of the systematic identification formulation of the business plan 2. Accuracy of evaluative conclusions on examples of agribusiness business plans commissioned by lecturers <p>Assessment Techniques:</p> <ol style="list-style-type: none"> 1. Assignment: (Creating a Summary) 2. Performance Assessment (observation during discussion) 	<p>Form of Learning:</p> <p>Offline lectures</p> <p>Method: Discussion and pугasan</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Experience:</p> <ol style="list-style-type: none"> 1. Carefully read the lecture material through presentation media, reference book agribusiness business design. 2. Presentation of business design results 		Lecture: 2 x 50 minutes	<p>Anatomy of the business plan → review outline of agribusiness business plan:</p> <ul style="list-style-type: none"> • Executive summary Company & product decryption • Marketing Plan • Management & organization • Capital Structure • Finance & Funding Plan 	5

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
4	<p>Sub CPMK 2</p> <p>Students are able to identify business opportunities and make business plans in the field of agribusiness.</p>	<ol style="list-style-type: none"> Students are able to understand Business Idea Finding Techniques: Students are able to understand The Identification of Potentials & Opportunities Students are able to understand Creativity Development Techniques & Innovation 	<p>Assessment criteria</p> <ol style="list-style-type: none"> Pis a theory. Kbenaran, completeness of information creative process Kcoincides with the identification of business opportunities <p>Assessment Techniques:</p> <ol style="list-style-type: none"> Performance Assessment (Observation during discussion) Assignment (Create a Summary) 	<p>Form of Learning: Offline lectures</p> <p>Method: Discussion and pugasan</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Experience:</p> <ol style="list-style-type: none"> Carefully read the lecture material through the presentation media, Finding Business Ideas: identify potential & opportunity and technology development of business creativity. 		<p>Lecture: 2 x 50 minutes</p> <p>Learn Self-sufficient: 2 x 60 minutes</p> <p>Self-employment: 2 x 60 minutes</p>	<p>Techniques for Finding a Business Idea:</p> <ol style="list-style-type: none"> Identify Potentials & Opportunities Creativity Development Techniques & Innovation: <ul style="list-style-type: none"> Theory of imperfectness Inspiring business opportunities <i>How to empower opportunity?</i> The success stages of a business Anticipating failure Tips for exploring agribusiness ideas <p>Library: 1.3.4</p>	5

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
5	Sub CPMK 2 Students are able to identify business opportunities and make business plans in the field of agribusiness.	<ol style="list-style-type: none"> Students are able to identify the business environment (internal and external) Students are able to understand the stages of SWOT analysis. 	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> Technical preparation and group consultation with lecturers <i>Contextual instruction and small group discussion</i>: based on understanding SWOT analysis, students in groups <p>Assessment Techniques:</p> <ol style="list-style-type: none"> Performance Assessment (Observation of performances during discussions) Quiz (Multiple-Choice) 	<p>Form of Learning: Offline lectures</p> <p>Method: Ask answer and discussion</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Experience:</p> <ol style="list-style-type: none"> Read carefully lecture material through presentation media, reference books Students listen, take notes, understand and ask questions. 		Lecture: 2 x 50 minutes	<ol style="list-style-type: none"> Identify the business environment (internal and external) Swot analysis Application of SWOT analysis on the draft agribusiness business design group that has been compiled in practicums I and II <p>Library: 1,2,3</p>	10

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
6	Sub cpmk 2 Students are able to identify business opportunities and make business plans in the field of agribusiness.	1. Students are able to conduct SWOT analysis on the draft agribusiness business design group that has been compiled in practicums I and II	Assessment Criteria: 1. Accuracy in conducting SWOT analysis on the draft agribusiness business plan of the group that has been compiled in practicums I and II Assessment Techniques: 1. Attitude Assessment (When group work is presenting and discussing) 2. Performance Assessment (Observation of performances during discussions)	Form of Learning: Offline lectures Method: Problem based learning Media: Media Presentation Learning Experience: 1. Able to conduct SWOT analysis on the draft agribusiness business design 2. Presentation of group work		Lecture: 4 x 50 minutes Learn Self-sufficient: 4 x 60 minutes Self-employment: 4 x 60 minutes Practicum: 4x 170 minutes	1. Application of SWOT analysis on the draft agribusiness business design group that has been compiled in practicums I and II Library : 1,2,3	10

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
7	<p>Sub CPMK 3</p> <p>Students are able to understand and design concepts of quality, strategy and management, operations, marketing and selling skills in business organizations</p>	<p>1. <i>Students are able to understand how to build a star class company? → concepts of quality, strategy and management, operations, marketing and selling skills</i></p>	<p>Assessment Criteria:</p> <p>1. <i>Contextual instruction:</i> Students: learn the concepts that lecturers have given. Lecturer: explaining theoretical study materials and providing case examples and drafting assignments for students (discussion material)</p> <p>Assessment Techniques:</p> <p>1. Job Performance Assessment (Evaluate the exposure of other group presentation materials)</p> <p>2. Attitude Assessment (During presentations and discussions)</p>	<p>Form of Learning: Offline Lectures</p> <p>Method: Discussion and penugasa</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Student learning experience:</p> <p>1. Read carefully lecture material through presentation media, reference books</p> <p>2. Students listen, take notes, understand and ask questions.</p>		<p>Lecture: 2 x 50 minutes</p> <p>Practicum: 2x 170 minutes</p>	<p><i>How to build a star class company? → concepts of quality, strategy and management, operations, marketing and selling skills</i></p> <p>Libraries: 2</p>	5
8	<p>Sub CPMK 3</p> <p>Students are able to understand and design concepts of quality, strategy and management, operations,</p>	<p>1. Students are able to the principles of writing student activity proposals</p>	<p>Assessment Criteria</p> <p>1. Technical preparation and group consultation with lecturers</p>	<p>Form of Learning: Offline Lectures</p> <p>Method: Discussion and pugasan</p> <p>Media: Print Media (Articles,</p>		<p>Lecture: 2 x 50 minutes</p> <p>Practicum: 2x 170 minutes</p>	<p>Students are able to the principles of writing student activity proposals</p> <p><i>Library :5</i></p>	5

	marketing and selling skills in business organizations		<p>2. <i>Self-recred learning</i> → students plan field survey activities, carry out, and assess their own learning experience. Lecturers and assistants</p> <p>Assessment Techniques:</p> <p>1. Job Performance Assessment (Evaluate the exposure of other group presentation materials)</p> <p>Attitude Assessment (During presentations and discussions)</p>	<p>References) and MediaPresentation</p> <p>Student learning experience:</p> <ol style="list-style-type: none"> 1. Read carefully lecture material through presentation media, reference books 2. Students listen, take notes, understand and ask questions. 				
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Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
9	Sub CPMK 3 Students are able to understand and design concepts of quality, strategy and management, operations, marketing and selling skills in business organizations	1. Students are able to understand agribusiness business case study → <i>How to build a star class agrobusiness company</i>	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1. The truth and completeness of information reconstruction of the source's experience 2. Accuracy of reflective inference 3. Airy survey report <p>Assessment Techniques:</p> <ol style="list-style-type: none"> 1. Job Performance Assessment (Evaluate the exposure of other group presentation materials) 2. (Evaluating problem-solving results) 3.2. Attitude Assessment (During presentation and discussion) 	<p>Form of Learning: Offline lectures</p> <p>Method: Discussion and assignment</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Student learning experience:</p> <ol style="list-style-type: none"> 1. Read carefully lecture material through presentation media, reference books 2. Students listen, take notes, understand and ask questions. 3. Students conduct airy surveys 		Lecture: 2 x 50 minutes	Agribusiness business case study → <i>How to build a star class agrobusiness company</i> Libraries: 3	

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
10	Sub CPMK 4 Students are able to explain and make production plans, organize businesses, and prepare business plan	1. Mahasiswa is able to prepare product description plans as well as production and operating techniques	<p>Assessment Criteria:</p> <p>1. Accuracy in preparing product description plans as well as production and operating techniques</p> <p>Assessment Techniques:</p> <p>1. Job Performance Assessment (Evaluate the exposure of other group presentation materials)</p> <p>2. Product rating (Evaluating problem-solving results)</p> <p>3. Attitude Assessment (During presentations and discussions)</p>	<p>Form of Learning:</p> <p>Offline lectures</p> <p>Method:</p> <p>Problem based learning and assignment</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Student learning experience:</p> <p>1. Read carefully lecture material through presentation media, reference books</p> <p>2. Students review journals</p>		<p>Lecture: 2 x 50 minutes</p> <p>Learn Self-sufficient: 2 x 60 minutes</p> <p>Self-employment: 2 x 60 minutes</p> <p>Practicum: 2 x 170 minutes</p>	<p>1. Preparation of product description plan as well as production and operation techniques</p> <p>2. Theoretical material:</p> <ul style="list-style-type: none"> ○ Product/service design ○ location ○ <i>site analysis</i> ○ use of location (land or building) ○ public infrastructure ○ supporting facilities ○ machinery, electrical installations and production equipment ○ vehicle ○ Office equipment and furniture ○ building 	10

							<ul style="list-style-type: none">○ implementation of development and network work○ layout of the production unit and○ flowchart of production process/production pattern	
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Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
11	Sub CPMK 4 Students are able to explain and make production plans, organize businesses, and prepare bussines plan	1. Students are able to understand and conduct Organizational Planning:	<p>Assessment Criteria:</p> <p>1. Accuracy in understanding and conducting Organizational Planning:</p> <p>Assessment Techniques:</p> <p>1. Job Performance Assessment (Evaluate the exposure of other group presentation materials)</p> <p>2. Attitude Assessment (During presentations and discussions)</p>	<p>Form of Learning: Offline lectures</p> <p>Method: Q&A and <i>Small Group Discussion</i></p> <p>Media:Print Media (Articles, References) and MediaPresentation</p> <p>Student learning experience:</p> <p>1. Read carefully lecture material through presentation media, reference books</p> <p>2. Students listen, take notes, understand and ask questions.</p>		<p>Lecture: 2 x 50 minutes</p> <p>Practicum: 2 x 170 minutes</p>	<p>Organizational Planning:</p> <ul style="list-style-type: none"> o General Aspects: the purpose of the establishment of the business formulation of vision, mission, business unit objectives; licensing of business activities; form of business legal entities; Capital→ o Organization and Personnel: management; organizational structure; position and description of duties; the amount of labor required; payroll/wage system 	4

							Library:1,2,3	
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Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimate d Time	Details of Learning Materials; Book	Assesment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
12	Sub CPMK 4 Students are able to explain and make production plans, business organizing, and bussines plan	1. Able to understand the implementation of organizational planning aspects on <i>the agribusiness plan</i>	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> The design of <i>the company profile</i> of business units / agribusiness companies <p>Assessment Techniques:</p> <ol style="list-style-type: none"> Job Performance Assessment Evaluate the results of the design of the promotional strategy carried out. Attitude Assessment (During presentations and discussions) 	<p>Form of Learning: Offline lectures</p> <p>Method: Q&A and <i>Small Group Discussion</i></p> <p>Media:Print Media (Articles, References) and MediaPresentation</p> <p>Student learning experience:</p> <ol style="list-style-type: none"> Read carefully lecture material through presentation media, reference books Students listen, record, understand and listen. 		<p>Lecture: 2 x 50 minutes</p> <p>Practicum: 2 x 170 minutes</p>	<ol style="list-style-type: none"> Implementation of organizational planning aspects on <i>the agribusiness plan</i> <p>Libraries: 6</p>	3

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
13	Sub CPMK 4 Students are able to explain and make production plans, organize businesses, and prepare bussines plans.	1. Students are able to perform Analysis Market and Marketing Strategy	Assessment Criteria: 1. Accuracy in performing Analysis Market and Marketing Strategy Assessment Techniques: 1. Job Performance Assessment 2. Attitude Assessment (During presentations and discussions)	Form of Learning: Offline lectures Methods: Problem based learning and assignment Media: Print Media (Articles, References) and Media Presentation Student learning experience: 1. Read carefully the lecture material through presentation media, reference books, 2. Students listen, take notes, understand and ask questions. 3. Mahsiswa mampuu perform SWOT analysis		Lecture: 2 x 50 minutes Learn Self-sufficient: 2 x 60 minutes Self-employment: 2 x 60 minutes Practicum: 2 x 170 minutes	A market analysis and marketing strategy: <ul style="list-style-type: none"> • Market Potential (Micro & Makro) Product Demand Projection → & Market Share) • Marketing Mix (7 P) • Product Cycle (Life Cycle) • Opportunity & Risk Libraries: 5	20

Week 1	Final Ability of Each Learning Stage (Sub CPMK)	Valuation		Form of Learning; Learning Methods and Media; Student Learning Experience		Estimated Time	Details of Learning Materials; Book	Assessment Weight (%)
		Assessment Indicator	Assessment Criteria and Techniques	Offline	Online			
14	Sub CPMK 4 Students are able to explain and make production plans, organize businesses, and prepare business plans.	<p>Assessment indicator</p> <ol style="list-style-type: none"> Students are able to understand business feasibility analysis, (<i>feasibility study</i>) → inventive criteria (economical & financial), technical aspects, social & environmental aspects Students are able to do financial planning including <i>cash flow</i>, <i>capital budgeting</i> 	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> Mastery of theory Truth, completeness, clarity of information understood <p>Assessment Techniques:</p> <ol style="list-style-type: none"> Job Performance Assessment Attitude Assessment (During presentations and discussions) 	<p>Form of Learning: Offline lectures</p> <p>Method: Ask answer and Assignment</p> <p>Media: Print Media (Articles, References) and Media Presentation</p> <p>Student learning experience:</p> <ol style="list-style-type: none"> Read carefully lecture material through presentation media, reference books Students listen, take notes, understand and ask questions. Students conduct a business feasibility analysis 		Lecture: 2 x 50 minutes	<ol style="list-style-type: none"> Analysis of business <i>feasibility</i>, (<i>feasibility study</i>) → criteria of invention (economical & financial), technical aspects, social & environmental aspects Financial planning includes <i>cash flow</i>, <i>capital budgeting</i> 	5



ASSESSMENT OF COURSE LEARNING ACHIEVEMENT (CP-MK)

Courses	Applied Agribusiness Management
Semester	7(Seven)
Course Code	MKW60723
College Courses	
MK Preconditions	
RPS Developer Lecturer	DR.. IR. BAMBANG SISWADI,MP
Mk Master Lecturer	DR.. IR. BAMBANG SISWADI,MP
Authentication Date	
Courses	Agribusiness
Faculty	Agriculture

ISLAMIC UNIVERSITY OF MALANG
2019

MATRIC ASSESSMENT OF LEARNING ACHIEVEMENT COURSES (CP-MK)

Course: Applied Agribusiness Management

Semester: 7th (Seven)

Lecturer: Dr. Ir. Bambang Siswadi, M.P.

Study Program: Agribusiness

Week 1	CPL	CPMK	Sub-CPMK	Indicators	Assessment Technique - Assessment Instrument- Weight (%)		Weight (%) Sub-CPMK	Student Grades (0-100)	Σ (Student Grade) X (Weights %)	CPL's ability to MK (%)
1,2	<p>ILO 10 Berperilaku in accordance with the code of ethics and professional responsibilities of Agribusiness Entrepreneurs including management and marketing, project management, acquisition, personnel management, control</p> <p>ILO 2 Knowing and understanding the rules / principles of Agribusiness, social sciences,</p>	CPMK 1 Able to organize business in agribusiness	Sub CPMK 1 Able to find and develop business potential in the field of agribusiness	<p>Indicators:</p> <ol style="list-style-type: none"> Students are able to gather information about commodity-based industrial trees Students are able to identify agribusiness business development opportunities and the risks faced according to industry tree information that has been collected. <i>Students are able to overview</i> agribusiness and industrial trees for commodities: rice-apples; soybean-jackfruit; yams-mangoes; corn-bananas; coconut-sweet potatoes; salak-mushrooms (@class 1 pair of commodities) 	<p>Assessment Techniques:</p> <ol style="list-style-type: none"> Performance Assessment (Observation of performances during discussions) Quiz (Multiple-Choice) <p>Assessment Instruments:</p> <ol style="list-style-type: none"> Rubric of job performance assessment Quiz questions 	5 5	10	86.93	8.53	86.93%

	<p>economics, and agricultural engineering as the foundation of innovative Agribusiness disciplines</p>			<p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1. The emergence of interest in exploring the creative ideas of agribusiness businesses 2. Recognize that every business contains opportunities and risks 3. Clarity of mastery of commodity-based industrial tree concepts and completeness of industrial tree information gathered 4. Can set the topic of agribusiness business to be evaluated in groups 5. The initial idea of a Business Plan (minimum 2 examples / groups) 6. Originality of proposed business ideas 						
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3,4,5,6	<p>ILO 1 Able to accept and respond to problems regarding entrepreneurship, agribusiness, and <i>green food</i> responsibility.</p> <p>ILO 4 Able to understand project management methods, business practices, risks and changes in an increasingly competitive environment.</p>	<p>CPMK 2 Able to apply the latest quantitative and quantitative methods in analyzing the problems, potential, and prospects of agribusiness</p>	<p>Sub-CPMK 2 Students are able to identify business opportunities and make business plans in the field of agribusiness.</p>	<p>Indicators:</p> <ol style="list-style-type: none"> 1. Able to create a systematic identification formula of a business plan 2. Able to make evaluative conclusions on examples of agribusiness business plans commissioned by lecturers 3. Students are able to understand Business Idea Finding Techniques: 4. Students are able to understand The Identification of Potentials & Opportunities 5. Students are able to understand Creativity Development Techniques & Innovation 6. Students are able to identify the business environment (internal and external) 7. Students are able to understand the stages of SWOT analysis. 8. Students are able to conduct SWOT analysis on the draft 	<p>Assessment Techniques:</p> <ol style="list-style-type: none"> 1. Assignment: (Creating a Summary) 2. Performance Assessment (observation during discussion) <p>Assessment Instruments:</p> <ol style="list-style-type: none"> 1. Rubric of job performance assessment 2. Assignment assessment rubric 	15	30	85.34	25.60	85.34%
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				<p>agribusiness business design group that has been compiled in practicums I and II</p> <p>Assessment Criteria:</p> <ol style="list-style-type: none">1. Completeness of the systematic identification formulation of the business plan2. Accuracy of evaluative conclusions on examples of agribusiness business plans commissioned by lecturers of P and the theory3. Kbenaran, completeness of information creative process4. Kcoincides with the identification of business opportunities5. Technical preparation and group consultation with lecturers6. <i>Contextual instruction and small group discussion</i>:based on understanding SWOT analysis, students in groups7. Accuracy in conducting SWOT analysis on the draft agribusiness						
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				business plan of the group that has been compiled in practicums I and II						
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7, 8, 9	<p>ILO 6 Able to plan, conduct and evaluate projects that are in accordance with techniques, methods, limitations, and interpret data and then draw conclusions.</p> <p>ILO 4 Able to understand project management methods, business practices, risks and changes in an increasingly competitive environment.</p>	<p>CPMK 3 Students have the ability to lead business organizations in the field of agribusiness</p>	<p>Sub CPMK 3 Students are able to understand and design concepts of quality, strategy and management, operations, marketing and selling skills in business organizations</p>	<p>Indicators:</p> <ol style="list-style-type: none"> 1. Students are able to understand <i>how to build a star class company?</i> → concepts of quality, strategy and management, operations, marketing and selling skills 2. Students are able to the principles of writing student activity proposals 3. Students are able to understand agribusiness business case study → <i>How to build a star class agrobusiness company</i> <p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1. <i>Contextual instruction:</i> Students: learn the concepts that lecturers have given. Lecturer: explaining theoretical study materials and providing case examples and drafting assignments for students (discussion material) 2. Technical preparation and group consultation with lecturers 3. <i>Self-recreated learning</i> → students plan field 	<p>Assessment Techniques:</p> <ol style="list-style-type: none"> 1. Attitude Assessment (When group work is presenting and discussing) 2. Performance Assessment (Observation of performances during discussions) <p>Assessment Instruction:</p> <ol style="list-style-type: none"> 1. Rubric of job performance assessment 2. Rubric attitude assessment 	10	20	82.76	17.07	82.76%
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				<p>survey activities, carry out, and assess their own learning experience. Lecturers and assistants</p> <p>4. The truth and completeness of information reconstruction of the source's experience</p> <p>5. Accuracy of reflective inference</p> <p>6. Airy survey report</p>						
10, 11, 12, 13, 14	<p>ILO 1 Able to accept and respond to problems regarding entrepreneurship, agribusiness, and green food with full responsibility.</p> <p>ILO 6 Able to evaluate projects that are in accordance with their techniques, methods, limitations, interpret data and conclude it</p>	<p>CPMK 4 Has the skills to communicate agribusiness ideas, problems and problem solving</p>	<p>Sub CPMK 4 Students are able to explain and make production plans, organize businesses, and prepare bussines plans.</p>	<p>Indicators:</p> <ol style="list-style-type: none"> 1. Mahasiswa is able to prepare product description plans as well as production and operating techniques 2. Students are able to understand and conduct Organizational Planning: 3. Able to understand the implementation of organizational planning aspects on <i>the agribusiness plan</i> 4. Students are able to perform Analysis Market and Marketing Strategy 5. Students are able to understand business feasibility analysis, (<i>feasibility</i>) 	<p>Assessment Techniques:</p> <ol style="list-style-type: none"> 1. (Evaluate the exposure of other group presentation materials) 2. Attitude Assessment (During presentations and discussions) 3. Bussines Plan <p>Assessment Instruction:</p> <ol style="list-style-type: none"> 1. Project assessment rubric 2. Rubric of job performance assessment 	5	40	83.61	34.13	83.61%

	<p>ILO 10 Behaving in accordance with the code of ethics and responsibilities of the Agribusiness Entrepreneur profession includes management and marketing, project management, acquisition, personnel management, control</p> <p>ILO 6 Able to plan, conduct and evaluate projects that are in accordance with techniques, methods, limitations, and interpret data and then draw conclusions.</p>			<p><i>study</i>) → inventive criteria (economical & financial), technical aspects, social & environmental aspects</p> <p>6. Students are able to do financial planning including <i>cash flow</i>, <i>capital budgeting</i></p> <p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1. Accuracy in preparing product description plans as well as production and operating techniques 2. Accuracy in understanding and conducting Organizational Planning: 3. The design of <i>the company profile</i> of business units / agribusiness companies 4. Accuracy in performing Analysis Market and Marketing Strategy 5. Accuracy in understanding business feasibility analysis, (<i>feasibility study</i>) → criteria invention (economical & financial), technical aspects, social 						
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				&environmental aspects 6. Accuracy in financial planning including cash <i>flow, capital budgeting</i>						
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NOTE: THIS END VALUE IS IN ACCORDANCE WITH THE FINAL VALUE IN SISFO

Information:

* : Student Daily Score = Σ Student Score (which has been multiplied by the weight of each sub-CPMK)

**** : Final Grade of Course = $((3 \times \text{Average Daily Value}) + (2 \times \text{UTS Value}) + (3 \times \text{UAS Value})/8$**