



PORTFOLIO

Department of Agribusiness

Faculty of Agriculture

University of Islam Malang

Subject	Applied Agribusiness Management
Module Level, if available	Undergraduate Study Program of Agribusiness
Subject Code	MKW60723
Type of course	Compulsory Course
Credits	3 credits/ 5.1 ECTS
Semester	7
Prerequisite	-
Parallel Class	A, B, C
Module Description	The 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 Outcomes	<p>The intended learning outcomes are:</p> <ol style="list-style-type: none"> 1. Able to organize agribusiness business 2. Able to apply the latest quantitative and quantitative methods in analyzing the problems, potential, and prospects of agribusiness 3. Has the ability to lead business organizations in agribusiness 4. Has the skills to communicate agribusiness ideas, problems and problem solving
Learning Content	<p>After completing this subject students are able to:</p> <ol style="list-style-type: none"> 1. Able to find and develop business potential in the field of agribusiness 2. Able to identify business opportunities and make business plans in the field of agribusiness 3. Able to understand and design concepts of quality, strategy and management, operations, marketing and selling skills in business organizations 4. Able to explain and make production plans, organize businesses, and prepare bussines plans.
Aims	Students can mastered the latest quantitative and qualitative methods to analyze agribusiness problems,business proposals
Teaching Methods	Several methods applied in this course consist of lecturing, assignment, practice and group presentation. All these methods are applied on 3 parallel classes
Participant	<ul style="list-style-type: none"> • A class: 29 students from 7th semester and 1 from others • B class: 31 students from 7th semester • C class: 29 students from 7th semester
Teaching Attendance	<ul style="list-style-type: none"> • A total of 14 meetings were held totally (100%) by lecturers (class A, B, C) • In class A 26 students have an attendance rate 100% and 3 students have less than 75% attendance rate. • In class B 27 students have an attendance rate 100% and 4 student have less than 75% attendance rate. • In class C 25 students have an attendance rate 100% and 4 students have less than 75% attendance rate.
Evaluation System	The assessment components in this course consist of attendance, structured assignments, practicum, midterm exams and final

	exams. All these components are then combined to get the final score. Assessment matrix and sample questions are available in Appendix 1 and Appendix 2
Learning Result	<ul style="list-style-type: none"> • Achievement ILO in A Class CLO 1 = 87.93 (Excellent) CLO 2 = 85.34 (Excellent) CLO 3 = 82.76 (Excellent) CLO 4 = 83.62 (Excellent) • Achievement ILO in B Class CLO 1 = 86.29 (Excellent) CLO 2 = 84.67 (Excellent) CLO 3 = 89.51 (Excellent) CLO 4 = 87.10 (Excellent) • Achievement ILO in C Class CLO 1 = 87.93 (Excellent) CLO 2 = 85.34 (Excellent) CLO 3 = 86.21 (Excellent) CLO 4 = 84.48 (Excellent) <p>Complete achievement on average ILO can be seen on Appendix 3</p>
Statistical Distribution	<ul style="list-style-type: none"> • A Class, Grade distribution: A = 19 students, B = 6 students, C = 1 students, D= 3 students and E = 2 students • B Class, Grade distribution: A = 9 students, B = 9 students, C = 2 student, D = 1 students • C Class, Grade distribution: A = 16 students, B = 10 students, C = 3 student <p>Complete achievements on each CLO per student can be seen in Appendix 4</p>
Teaching Observation	<p>Materials were delivered in Indonesia. The student could understand the materials well.</p> <p>In A Class: there was a student poor on both CLO 1, 2 student poor on both CLO 2, 1 students poor on CLO 3 and 1 students poor on CLO 4</p> <p>In B Class: there were 1 student poor on both CLO 1, 3 student poor on both CLO 2, and 2 students poor on CLO 3</p> <p>In C Class: there was 2 students poor on both CLO 1, 4 students poor on CLO 2, and 1 students poor on CLO 3</p>
Learning Constraints	A, B, and C class: Lack of practice in the field about public relations and direct marketing and personal sales
Recommendation	A, B, C, Class: Paying more attention for students who hardly understand the materials

Appendix 1. Scoring Matrix

Nomenclature	Weight	Final Score	
		Letter Mark	Score average
Assignment	20%	A	80 – 100
Midle semester test	20%	B	70 - <80
Final semester test	20%	C	55 - <70
Practice	30%	D	50 - < 55
Presence	10%	E	0 - <50

Appendix 2. Question samples

1. Why is it important to learn applied agricultural management
2. What is a business plan or business plan?
3. Why before opening a new business it is necessary to prepare a business plan, please explain!
4. Explain the steps to identify and estimate market potential!
5. Explain the meaning of market segmentation, why is it important to do market segmentation, explain
6. What is the function of swot analysis in the preparation of agriculture/agribusiness-based business plans. Explain
7. Describe and explain the 3 basic items of market segmentation. Give a concrete example.

Appendix 3. Achievement of CLO

A Class

Meetings	CLO 1 (%)	CLO 2 (%)	CLO 3	CLO 4 (%)
1	87.93			
2		85.34		
3			82.76	
4				83.62
Average	87.93	85.34	82.76	83.62
Predicate	EXCELLENT	EXCELLENT	EXCELLENT	EXCELLENT

B Class

Meetings	CLO 1 (%)	CLO 2 (%)	CLO 3	CLO 4 (%)
1	86.29			
2		84.67		
3			89.51	
4				87.10
Average	86.29	84.67	89.51	87.10
Predicate	EXCELLENT	EXCELLENT	EXCELLENT	EXCELLENT

C Class

Meetings	CLO 1 (%)	CLO 2 (%)	CLO 3	CLO 4 (%)
1	87.93			
2		85.34		
3			86.21	
4				84.48
Average	87.93	85.34	86.21	84.48
Predicate	EXCELLENT	EXCELLENT	EXCELLENT	EXCELLENT

Standard

Std num-based AI		Weighted avg LO based AI	
70 <= AI	HIGH	70 <= AI	EXCELLENT
60 <= AI < 70	MEDIUM	60 <= AI < 70	SATISFACTORY
50 <= AI < 60	LOW	50 <= AI < 60	DEVELOPING
AI < 50	VERY LOW	AI < 50	UNSATISFACTORY

No.	NPM	NAMA	CLO 1 (%)	CLO 2 (%)	CLO 3 (%)	CLO 4 (%)
			Score	Score	Score	Score
1	21501032010	AZIZATUL MUNAWAROH	85	85	88	91
2	21601032001	MOCH. JAILANI	80	70	60	70
3	21601032003	ALMA ALFANI	85	85	90	90
4	21601032004	MH. IDRIS	85	75	80	80
5	21601032005	SYAMSUL ARIFIN	90	86	90	90
6	21601032006	KHAIRUL AMRI	60	50	50	70
7	21601032007	FITRI ANDANI	90	90	90	85
8	21601032009	MUCHAMAD FAZRUL FALAQ	85	90	88	88
9	21601032010	NANDA CHOIROTUN NISA`	60	91	89	90
10	21601032011	IRMANSYAH	70	70	86	85
11	21601032013	HARTONO	50	60	60	60
12	21601032014	TEGAR JARWO PRATAMA	80	85	90	90
13	21601032015	INDAH RAHMANIYAH ILAHI	85	80	75	80
14	21601032016	MUHAMMAD JUNAIDI	96	90	90	85
15	21601032018	ALMADEA ASNA ELVIRA	60	90	85	90
16	21601032019	MOHAMMAD FAISAL IRZA M	85	90	90	90
17	21601032020	AVIDA ILAYNA	80	85	90	90
18	21601032022	YOSI HUDAYA PUTRA	80	80	75	80
19	21601032023	PUTRA MUHAEMIN	70	80	80	85
20	21601032026	AHMAD MAHMUD KAWIRIAN	70	85	90	90
21	21601032028	FERRY EKA CAHYONO	80	85	90	90
22	21601032029	DIAN MAYASARI	85	88	85	90
23	21601032030	EKA PURNAMASARI	90	90	85	90
24	21601032032	AISYAH ANGGRAINI	90	85	85	90
25	21601032033	SITI NURBAITI	90	85	85	90
26	21601032036	ANAM PUJISASMITO	60	50	55	60
27	21601032038	NURUL INAYAH	80	85	90	90
28	21601032039	TEGUH KURNIAWAN	80	90	90	90
29	21601032040	HILAL ZUHURONY	85	85	90	90

No.	NPM	NAMA	CLO 1 (%)	CLO 2 (%)	CLO 3 (%)	CLO 4 (%)
			Score	Score	Score	Score
1	21601032024	KIKI KHOIRIL ANAM	65	80	80	85
2	21601032034	MOH ADI SUCIPTO	80	70	65	70
3	21601032042	MUHAMMAD FUAD MUSYOFI	86	90	90	95
4	21601032043	M. ARIF FIAN TO	85	75	82	85
5	21601032044	IZA ARI ARAFIA	90	74	80	85
6	21601032046	AHMAD TIJANI	90	85	90	90
7	21601032048	MUH. KHAERUN NASIKIN	60	55	55	65
8	21601032049	MOH. FAIZ	85	90	88	88
9	21601032051	NAAF NUR TAUFIQUR ROHM	60	91	89	90
10	21601032052	DEWI NURKASIH	90	85	86	85
11	21601032053	ASTRID SUKMA ASRI	55	60	60	60
12	21601032054	PUTRI DEWI SETIANINGSI	80	85	90	90
13	21601032055	KHAIRUDDIN	85	80	80	80
14	21601032057	ARIANI FARAH ADMARANTI	96	90	90	85
15	21601032058	OLYVYATUR RIZKY	60	90	85	90
16	21601032059	MOKHAMAD FATIKHIN	85	90	90	90
17	21601032061	SAILY NUR AFIFAH	80	85	90	90
18	21601032062	AHMAD ANDI SUTANTO	80	80	75	80
19	21601032063	ALVIN SYARIFUDIN	70	80	80	85
20	21601032064	MIFTAHUL HAMD I	70	85	90	90
21	21601032066	MUHAMMAD JAIDUN	60	50	60	60
22	21601032067	JACINTA AVENIA ANDIANT	85	88	85	90
23	21601032070	GALIH PRASETIO	90	90	85	90
24	21601032072	REFIMA RACHMASARI	90	85	85	90
25	21601032073	NOBILLAH MUHAMMAD AL A	90	85	85	90
26	21601032074	MARTIANI EKA YURIANTI	60	50	60	60
27	21601032075	ANDRE KURNIAWAN	80	85	90	90
28	21601032076	AHMAD FAHMAN DZUL QARN	80	90	90	90
29	21601032077	EGI PURNOMO	85	85	90	90
30	21601032078	DHALIA QULUM NURAINI	80	92	90	90
31	21601032108	M. ANDI PRATAMA HARDIA	75	55	50	50

No.	NPM	NAMA	CLO 1 (%)	CLO 2 (%)	CLO 3 (%)	CLO 4 (%)
			Score	Score	Score	Score
1	21601032041	M. SYAFI`I	65	55	60	65
2	21601032056	MOH. MANSUR AR	80	70	70	70
3	21601032080	VISCKA SALSA MARDATILA	76	70	70	80
4	21601032081	M. SAFARI AL MUKTI	85	75	82	85
5	21601032082	ARIK SETYOWATI	90	74	80	85
6	21601032083	MUHAMMAD ARWANI	55	55	70	60
7	21601032084	AYU WIDYHASTUTI	80	85	90	90
8	21601032085	ROIHAN MUHAMMAD ALI	85	90	88	88
9	21601032086	HUDANNASHRUL YUNAS	60	91	89	90
10	21601032088	INDRIYATI	90	85	86	85
11	21601032090	ARIE YUDHISTIRA SUHERM	50	80	70	60
12	21601032092	ROSYIDATUL NUR AZIZAH	80	85	90	90
13	21601032093	WILMA SILVI TIARANTIKA	85	80	90	90
14	21601032094	LANA ULFAH NAFISAH	90	90	90	85
15	21601032095	SELVIANINGSIH	60	90	85	90
16	21601032096	SYADIDUL ITQON	85	90	90	90
17	21601032097	RATNA SARI	80	85	90	90
18	21601032098	LILI QORIAN NISA	82	80	75	80
19	21601032100	NURUL ISTIGHFARAH TSAL	70	80	80	85
20	21601032101	DEDI HARDIYANTO	70	85	90	90
21	21601032102	AJENG MAULIDIA PRATAMI	60	50	60	60
22	21601032103	ANITA WULANDARI	85	88	85	90
23	21601032104	TARA PAQUITA RAMADANTI	85	90	85	90
24	21601032105	ZAINATUL CHARISAH Z	88	85	85	90
25	21601032106	NURUL LAILI	90	85	85	90
26	21601032107	ALI MAKSUM	60	85	85	90
27	21601032110	MOCHAMMAD UBaidillah	80	55	55	70
28	21601032111	MOH. ARIEQUL FAQIH	80	90	90	90
29	21601032116	MUHAMMAD FIRDAUS AUNUT	85	85	90	90