

**Description of Course Unit**

Course unit title	Entrepreneurship
Course unit code	EI 21108
Type of course unit (compulsory, optional)	Compulsory
Level	Bachelor of Economics (B.Ec)
Semester	3
Number of credits	3
Name of lecturer(s)	1. Dr. Abdullah M. Ahmed Al-Ansi, M. BA. (ebrar.ansi@yahoo.com)
Learning outcomes of the course unit	<ol style="list-style-type: none"> 1. Students are able to explain the basic concepts of general and Islamic entrepreneurship. 2. Students are able to explain business ethics. 3. Students are able to identify and explain the keys to entrepreneurial success. 4. Students are able to demonstrate and explain the Business Model Canvas. 5. Students are able to explain the concept of Public Sector Entrepreneurship. 6. Students are able to explain the concept of Managerial entrepreneurship. 7. Students are able to explain the concept of Sociopreneurship.
Mode of delivery (face-to-face, distance learning)	Face-to-face and blended learning
Prerequisites and co-requisites (if applicable)	All compulsory courses from semester 1-2
Course content	<p>Studying entrepreneurship and the application of entrepreneurial spirit in the public sector. This course is to help students to understand the theory of entrepreneurship and its practical implementation. It includes public sector entrepreneurship. This course focuses on different stages related to the entrepreneurial process, including business model innovation, monetization, small business management as well as strategies that improve performance of new business ventures. On this course students will get a mixture of theoretical exploration as well as case studies of real-world examples and guest lectures. Students will also develop skills in written business communication and oral presentations.</p> <p>Introduction (Definition and Characteristics of Entrepreneurship)</p> <ol style="list-style-type: none"> 2. Characteristics of Islamic Entrepreneurship 3. Islamic Business Ethics 4. Keys to Entrepreneurial Success 5. Business Model Canvas: Financial Analysis



	<p>6. Business Model Canvas: Market Analysis</p> <p>7. Definition and Characteristics of Public Sector Entrepreneurship</p> <p>8. Entrepreneurial Spirit in Bureaucracy</p> <p>9. Creativity and Innovation in Public Service</p> <p>10. Managerial</p> <p>11. Visits to Successful Public Sector Entrepreneurs</p> <p>12. Sociopreneur Concept</p> <p>13. Sociopreneur Development Process</p> <p>14. Visits to Successful Sociopreneurs</p>
Recommended or required reading and other learning resources/tools	<p>1. Zimmerer, T. W., Scarborough, N. M., & Wilson, D. 2002. Essentials of Entrepreneurship and Small Business Management, 5th Edition. New Jersey: Pearson Education International.</p> <p>2. Osborne, David, and Gaebler, Ted. 2003. Mewirusahaakan Birokrasi, (terjemahan), Jakarta, PPM</p> <p>3. Delgado, Melvin. 2004. Social Youth Entrepreneurship. USA: Greenwood.</p>
Planned learning activities and teaching methods	Tutorial, case study, self-directed study, discovery learning, role play, simulation, focus group discussion, cooperative learning,
Language of instruction	Indonesian and English for international class
Assessment methods and criteria	Quiz, assignment, Evaluation Course Learning Outcome (ECLO)

GRADE	SCORE (%)	PREDICATE	Description	Conversion Value
A	$80 \geq ..$	Excellence	Achieve learning outcomes with excellence grade	4
AB	$75 \leq AB < 80$	Very Good	Achieve learning outcomes with very good grade	3,5
B	$65 \leq B < 75$	Good	Achieve learning outcomes with good grade	3
BC	$60 \leq BC < 65$	Good Enough	Achieve learning outcomes with good enough grade	2,5
C	$50 \leq C < 60$	Enough	Achieve learning outcomes with enough grade	2
D	$35 \leq D < 50$	Less	Achieve learning outcomes with less grade	1
E	$.. < 35$	Failed	Failure to achieve learning outcomes	0