

1. Course Identity			
Course Name	<i>Entrepreneurial Capital</i>		
Faculty	Business and Economics	Study program	Management
Code	SEM434	Credits weight	3
Group	Study program	Type of Course	Elective
Semester	4	Availability	Limited to Study Programs
Learning Method	Classroom Session	Media	Blended
Course Cluster	Specialization Elective Courses (MKPP)	Prerequisite	Financial Management

2a. Course Description
<p>This course is designed primarily for students who plan to get involved with startup ventures at some point in their career as either a Founder, or an Early Joiner. Apart from this, this course is also very applicable for students who are interested in getting a broader view of the entrepreneurial ecosystem. This course is divided into 3 main groups: a) Internal Capitals (L1-L5); b) Legal & IPR Capitals (L6-L7); and c) Ecosystem Capitals (L8-L13). It also incorporates a “Startup Internship Project” which will allow a small team of students to work closely with actual start-ups to apply the lessons learned during this course. The teaching team will carefully arrange this “Startup Internship Project” schedule to match the expected timeline for the 3 credits course. Grade assessment will be based on: 50% on a series of individual Short Exams & Quizzes & Skills Tests; 20% participation (both during online and offline class discussion via the lecture platform and with other classmates of this course); and 30% of activities on the “Startup Internship Project” (all Teammates will receive the same grade).</p>

2. Learning Outcomes			
CPL Codes	Formulation of Graduate Learning Outcomes (CPL)	CPMK Codes	Formulation of Course Learning Outcomes (CPMK)
S1	To be devoted to God the Almighty and develop a virtuous noble character	M1	Students are devoted to God the Almighty, and develop a virtuous noble character, internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out their profession, and respect the diverse cultures, views, religions, and beliefs as well as the original opinions or findings of others (S1, S3 & S5).
S3	To internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out profession		
S5	To appreciate the diverse cultures, views, religions, and beliefs and opinion or findings of others		
PP2	To master the rules, principles and techniques of communication across functional, organizational and cultural levels for effective communication across functional and organizational levels	M2	Students are able to master the rules, principles and techniques of cross-functional communication, organizational and cultural levels to sharpen effective communication skills across functions and organizational

KU1	To understand and implement theoretical concepts, methods and analytical tools of management functions (planning, implementation, directing, monitoring, evaluation, and control) and organizational functions (marketing, HR, Operations, and Finance) in different types of organizations		levels. They are also expected to understand and implement theoretical concepts, methods and management function analysis tools (planning, implementation, direction, monitoring, evaluation, and control) and organizational functions (marketing, HR, Operations & Finance) in various types of organizations: (PP2 & KU1).
KU2	To contribute in the preparation of the organization's strategic plan and interpret the strategic plan into organizational operational plans at the functional level	M3	Students are able to contribute to the preparation of organizational strategic plans and translate strategic plans into organizational operational plans at the functional level, as well as make appropriate managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions (KU2 & KU4).
KU4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KK1	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science, in various types of organizations	M4	Students recognize and observe management problems through empirical studies and modeling using scientific methods based on management science, in various types of organizations, and are able to see opportunities quickly and dare to take risks responsibly to provide optimal benefits (KK1, KK3, KK4).
KK3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK4	To think "out of the box" by implementing the values of perfection in accordance with the Islamic treatise by approaching and reasoning to solve problems based on management science		

4. Learning Materials and Main References

Learning Materials	<ol style="list-style-type: none"> 1. Fundamentals of Entrepreneurship (Entrepreneurial Concept, Traits, Mindset, Misconceptions and Myths) 2. Entrepreneurship Development in Emerging Markets (Intrapreneurship, Youth Entrepreneurship, Female Entrepreneurship, SMB Enterprise, International Entrepreneurship) 3. Entrepreneurial Leadership (Principle-centered Leaders, Components of Entrepreneurial Leadership)
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	<ol style="list-style-type: none"> 4. Creativity and Business Ideas (Characteristics of Creative People, Blocks to Creativity, Techniques for Generating Ideas) 5. From Ideas to Opportunities (Source of Opportunity, Steps Assessing Business Potential of an Idea) 6. Legal Aspects of Business (Formation of Business, Taxation Matters, Requirements for Incorporation) 7. Intellectual Property Rights (Importance of IPR for Startups, IP Rights, Patent, Trademarks, Copyright, Industrial Design) 8. Entrepreneurial Ecosystem (Policy Domains: Government & Leadership) 9. Entrepreneurial Ecosystem (Market Domains: Early Customer & Networks) 10. Entrepreneurial Ecosystem (Human Capital Domains: Labor & Educational Institutions) 11. Entrepreneurial Ecosystem (Support Domains: Infrastructure, Support Professions, Non-Government Institutions) 12. Entrepreneurial Ecosystem (Culture Domains: Societal Norms & Success Stories) 13. Entrepreneurial Ecosystem (Finance Domains: Financial Capital) 14. Growth Strategy and Exit
Main References	<ol style="list-style-type: none"> 1. Arya Kumar (2012), Entrepreneurship: Creating and Leading an Entrepreneurial Organization, Pearson Publishing. (AK) 2. Daniel Isenberg (2011), Domains of Entrepreneurship Ecosystem, Babson College. (DI)
Supporting References	Vinturella J.B., Erickson S.M. (2013), Raising Entrepreneurial Capital 2nd Ed. , Elsevier Insights (VE)

Date: February 10, 2021	Date: February 04, 2021	Date: February 01, 2021
Approved by the Head of the Study Program	Examined by the Coordinator of Cluster of Science	Prepared by Lecturer/ Coordinating Lecturer
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