

1. Course Identity

Course Name	Sharia Entrepreneurship		
Faculty	Business and Economics	Study Program	Management
Code	SEM302	Credit Weight	2 credits
Group	University	Type of Course	Compulsory
Semester	3	Availability	Limited to Study Program
Method	Classroom Session	Media	Blended
Course Cluster	University Compulsory Course (MKWU)	Prerequisite	-

2. Course Description

1. This course is primarily designed for students who plan to get involved with startup ventures at some point in their career as either a Founder or an Early Starter. However, this course is also very applicable for students who are interested in getting a broader view of entrepreneurial activity.
2. This course is divided into 3 main groups, namely: a) Fundamentals of Entrepreneurship (L1-L4); b) Value Proposition Design (L5-L7); and c) Business Model Generation (L8-L13).
3. This course 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 time commitment for the 2 credits course.
4. Grade assessment will be based on: 40% on a series of individual Short Exams & Quizzes & Skills Tests; 20% participation (both during online and offline class conversations via the lecture platform and with other classmates of this course); and 40% of activities in the "Startup Internship Project" (all Teammates will receive the same score).




3. 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	CPMK01	To understand the basic concept of entrepreneurship and its sharia aspects and related issues appropriately. (S1, PP1)
S8	To internalize the spirit of learning, independence, struggle, and entrepreneurship	CPMK02	To develop a value proposition design which represents the Value Proposition Canvas (VPC) concept and to develop a feasible business idea (S8, PP1, KU3)
PP1	To master the principles of leadership and entrepreneurship in various types of organizations	CPMK03	To create market, people, products, costs, resources, technology, and strategy analysis to be summarized in the Business Model Canvas (BMC) design (KU3, KK3, KK5)
KU3	To identify managerial issues and organizational functions at the operational level, as well as take appropriate action based on developed alternatives, by applying entrepreneurial principles rooted in local wisdom	CPMK04	To conduct "Startup internship project" in collaboration with real start-ups to be written in a report paper to be presented. (KK3, KK5)
KK3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK5	To think like a visionary, and to be open, communicative, creative, responsive to change and adaptive to the scientific and technological advancement in the scope of management science		

4. Learning Materials and Main References

Learning Materials	PART I The concept of entrepreneurship and its sharia values 1. <i>Muslim Entrepreneurship Mindset & Ethics</i> 2. <i>Fundamental of Entrepreneurship (Entrepreneurial Concept, Traits, Mindset,</i>
---------------------------	--

	<p><i>Misconceptions and Myths</i>)</p> <ol style="list-style-type: none"> 3. <i>Entrepreneurship Development in Emerging Markets (Intrapreneurship, Youth Entrepreneurship, Female Entrepreneurship, SMB Enterprise & Business Visit)</i> 4. <i>Entrepreneurial Leadership (Principle-centered Leaders, Components of Entrepreneurial Leadership)</i> <p>PART II The concept of value proposition canvas (VPC)</p> <ol style="list-style-type: none"> 5. <i>Creativity and Business Ideas (Characteristics of Creative People, Blocks to Creativity, Techniques for Generating Ideas)</i> 6. <i>Idea to Opportunity (Source of Opportunity, Steps Assessing Business Potential of an Idea, Value Proposition Canvas)</i> 7. <i>Problem-Solution Fit (Product Validation)</i> <p>PART III The concept of business model canvas (BMC)</p> <ol style="list-style-type: none"> 8. <i>Developing Business Model (Business Model Canvas)</i> 9. <i>Business Pattern & Strategies</i> 10. <i>Product-Market Fit (Market Validation)</i> 11. <i>Production & Inventory Management</i> 12. <i>Branding & Digital Marketing</i> <p>PART IV Startup Internship Project</p> <ol style="list-style-type: none"> 13. <i>Developing Business Presentation (Pitchdeck)</i> 14. <i>Business Pitching</i>
<p>Main References</p>	<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) 3. Osterwalder, Alexander, Yves P., Tim, C., Alan, S. (2010), Business Model Generation: A Handbook for visionaries, game changers, and challengers, Wiley: USA (OA) 4. Ries, Eric (2011), The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses, Crown Publishing Group. (RE)

Date: February 10, 2021	Date: February 04, 2021	Date : February 01, 2021
Approved by the Dean	Examined by the Head of the Study Program	Prepared by:
		
Prof. Jaka Sriyana, SE., M.Si., Ph.D	Anjar Priyono, SE., M.Si., Ph.D	Dra. Suhartini, M.Si

November 17, 2021

TRANSLATOR STATEMENT
The information appearing herein has been translated by a Center for International Language and Cultural Studies of Islamic University of Indonesia
CILACS UII Jl. DEMANGAN BARU NO 24
YOGYAKARTA, INDONESIA.
Phone/Fax: 0274 540 255