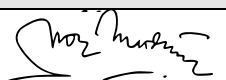
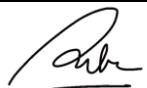




**UNIVERSITY OF LAMPUNG
FACULTY OF ECONOMICS AND BUSINESS
MANAGEMENT – S1 MANAGEMENT**

SEMESTER LEARNING PLAN

A. IDENTITY

Course Name	Course Code	Weight (sks)	Semester	Compilation Date
Management Introduction	FEB620106	3.0	1	27 Agustus 2022
Authorization	Developer Coordinator RPS	Subject in Charge	Head of Study Program	
	 Dr. Nova Mardiana, S.E., M.M.	 Dr. Ribhan, S.E., M.Si.	Aripin Ahmad, S.E., M.Si.	
Name of Tutoring Lecturer	Dr. Nova Mardiana, S.E., M.M. Luthfi Firdaus, S.E., M.M.			
Subject Prerequisite (If Any)	-			
Learning Outcomes	CPL-Prodi (Capaian Pembelajaran Lulusan Program Studi) Yang dibebankan Pada Mata Kuliah or CPL-Prodi (Learning Outcomes of Study Program Graduates) Charged on Courses			
	S1 is devoted to God Almighty and is able to show a religious attitude S2 upholds human values in carrying out tasks based on religion, morals and ethics S3 contributes to improving the quality of life in society, nation, state, and civilization based on Pancasila S4 acts as a proud citizen and loves the homeland, has nationalism and a sense of responsibility to country and nation			

S5 respects the diversity of cultures, views, religions, and beliefs, as well as the opinions or original findings of others

S6 cooperates and has social sensitivity and concern for society and the environment S7 obeys the law and is disciplined in social and state life

S8 internalizes academic values, norms, and ethics

S9 demonstrates a responsible attitude towards work in their field of expertise independently S10 internalizes the spirit of independence, struggle, and entrepreneurship

KU1 is able to apply logical, critical, systematic, and innovative thinking in the context of the development or implementation of science and technology that pays attention to and applies humanities values in accordance with their field of expertise

KU2 is able to show independent, quality, and measurable performance

KU3 is able to examine the implications of developing or implementing science and technology that pays attention to and applies humanities values according to their expertise based on scientific principles, procedures and ethics in order to produce solutions, ideas, designs, or art criticism

KU9 is able to document, store, secure, and retrieve data to ensure validity and prevent plagiarism

KK1 is able to have integrity and respect others

KK2 is able to apply the basic principles of each business function (marketing, finance, human resources, and operations)

KK4 is able to develop business strategies in a dynamic environment, based on business principles and considering business risks

KK5 is able to prepare research proposals

KK7 is able to implement business behavior in accordance with applicable business ethics and law

KK9 is able to solve operational/managerial problems with appropriate management approaches and methodologies

KK10 is able to develop information systems for business companies and/or organizations KK11 is able to compile a business feasibility study

PP1 is able to formulate management functions (planning, organizing, staffing, directing, and controlling and evaluating) at the operational level in various types of organizations

PP2 is able to carry out organizational functions (marketing, operations, human resources, finance, and strategy) at the operational level in various types of organizations

PP3 is able to conduct empirical studies and modeling using scientific methods in various types of organizations based on organizational function

	<p>PP4 is able to make the right managerial decisions in various types of organizations at the operational level, based on analysis of data and information on organizational functions</p> <p>PP5 is able to identify managerial problems and organizational functions at the operational level, and take appropriate solution actions based on alternatives developed by applying entrepreneurial principles rooted in local wisdom</p> <p>PP6 is able to communicate effectively across functions and organizational levels</p> <p>PP7 is able to communicate effectively across functions and organizational levels</p>
	<p>CPMK (Capaian Pembelajaran Mata Kuliah) or CPMK (Course Learning Outcomes)</p> <ol style="list-style-type: none"> 1. Able to explain the definition of management 2. Able to explain the management environment 3. Able to explain the planning process 4. Able to explain the process of organizing 5. Able to explain the leadership process 6. Able to explain the control process
Short Course Description	<p>The introductory management course is a basic course for an introduction to management in general. The course focuses on understanding management concepts and cases in general. The scope of discussion of this course includes; understanding of management concepts, management environment, planning, organizing, leadership, and control in management. Students are developed to be able to understand management concepts and be able to analyze cases related to management.</p>
Study Materials/Learning Materials	<ol style="list-style-type: none"> 1. Management and Organizations Module : Management History 2. Understanding Management's Context : Constraints and Challenges 3. Managing in a Global Environment 4. Managing Diversity 5. Managing Social Responsibility and Ethics 6. Managing Change and Innovation 7. Managers as Decision Makers 8. Foundations of Planning 9. Strategic Management Module : Planning Tools and Techniques 10. Basic Organizational Design 11. Adaptive Organizational Design 12. Managing Human Resources Module : Managing Your Career 13. Managing Teams 14. Understanding Individual Behavior 15. Managers and Communication

	16. Motivating Employees 17. Managers as Leaders 18. Introduction to Controlling 19. Managing Operations Appendix : Managing Entrepreneurial Ventures
Reference Book	Robbins, Stephen P and Mary Coulter. 11th ed. 2012. <i>Management</i> .

B. Mapping Sub-CPMK

Week -	Sub-CPMK (Planned final ability)	Study Materials (Learning Materials)	Forms, Methods, Media, & Learning Resources	Estimated time	Student Learning Experience	Evaluation		
						Criteria & Form	Indicator	Weight (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
1	Students are able to explain the basic principles of management science	Introduction to Management Science 1. Understanding Management Science 2. Management function 3. Explain the application of management science in organizations 4. Management skills 5. Knowing the various organizations	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	Meeting 1 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching for study materials through online sources • Discuss 	Criteria: <ul style="list-style-type: none"> • Depth of case study • Form: Oral test 	Ability to explain the basic principles of management science	3
2	Students are able to explain the development of management science	Thinking in Management 1. New or old style manager 2. Classical and humanistic perspective 3. Management science perspective	<ul style="list-style-type: none"> • Format: Kuliah • activities in class • Methods: Group discussions and case studies • Media 	Meeting 2 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching for study materials through online sources • Discuss 	Criteria: <ul style="list-style-type: none"> • Depth of case study • Form: Oral test 	Accuracy in explaining the development of management science	2

			LCD & Laptop • Source Textual book					
3	Students are able to explain the environment and culture in the company	Company Environment and Culture 1. External Environment which includes the general environment, environmental uncertainty and adapting to the environment 2. The internal environment or corporate culture includes the types of culture and shapes the corporate culture 3. Shaping culture company	• Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book	Meeting 3 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	• Listening to the lecturer's explanation. • Searching for study materials through online sources • Discuss	Criteria: • Depth of case study • Form : Assignment	Accuracy in explaining the environment and culture in the company	3
4	Students are able to explain the company's global environment, manage ethics, and social responsibility	Working Internationally 1. International business environment by looking at the economic, political-legal, and socio-cultural environment. 2. Get to know International trade alliances 3. Multinational company 4. Managing the global environment Ethics and social responsibility in the company 1. Criteria for ethical decision making that include in a beneficial, individualistic, rights approach morals and justice	• Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book	Meeting 4 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	• Listening to the lecturer's explanation. • Searching for study materials through online sources • Discuss • Presentation of observations.	Criteria: • Depth of case study • Form : Assignment	Accurately explain the company's global environment, manage ethics and social responsibility	5

		<p>2. A manager's ethical choices</p> <p>3. Understanding social responsibility</p> <p>4. Regulate corporate social responsibility</p> <p>5. The business case on ethics and social responsibility</p>						
5	Students are able to explain the stages in making plans and company goals	<p>Managerial planning and goal setting</p> <ol style="list-style-type: none"> 1. Introduction of company goals and plans 2. Operational planning 3. Planning in a turbulent environment 4. Planning to achieve high performance 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source • Textual book 	<p>Meeting 5</p> <p>TM: 1x(3x50")</p> <p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching for study materials through online sources • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains the stages in making plans and company goals	3
6	Students are able to formulate and implement strategies for companies, and are able to explain how to make decisions in management	<p>Introduction of goals and plans</p> <ol style="list-style-type: none"> 1. The company's goals include the creation of a vision and mission 2. Strategic management process 3. Formulate company-level strategy 4. New trends in strategy 5. Global strategy 6. Strategy implementation <p>How to make good decisions</p> <ol style="list-style-type: none"> 1. Types of decisions and problems 2. Pick-up model 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 6</p> <p>TM: 1x(3x50")</p> <p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy in formulating and implementing strategies for the company, as well as being able to explain how to make decisions in management	5

		Decision 3. Steps in making decisions 4. Personal decision framework 5. Retrieval innovative group decisions						
7	Students are able to explain good organizational management	Designing an adaptive organization: 1. Confidence in leading 2. Management of vertical structures 3. Departmentalization 4. Organizing for horizontal coordination	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	Meeting 7 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	Criteria: <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains good organizational management	4
8	UTS							25
9	Students are able to explain the comparison of viewpoints on the process of changing contemporary issues in managing change in order to create innovative organizations.	Change management and innovation 1. Awareness of change 2. The importance of innovation and competition 3. Innovation process 4. Business innovation management	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	Meeting 9 TM: 1x(3x50") TT: 1x(3x60") BM: 1x(3x60")	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	Criteria: <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains the comparison of viewpoints on the change process of contemporary issues in managing change to make organizations adaptive	2,5
10	Students are able to explain the importance of the ability to manage human resources.	Human Resource Management 1. Definition of human resource management	<ul style="list-style-type: none"> • Format: studying • activities in class 	Meeting10 TM: 1x(3x50")	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Search case 	Criteria: <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains the importance of the ability to manage human resources	2,5

		<p>2. Human resource management process</p> <p>3. Recruitment</p> <p>4. Human resource growth</p> <p>5. Compensation</p>	<p>Methods: Group discussions and case studies</p> <p>Media LCD & Laptop</p> <p>Source Textual book</p>	<p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<p>study materials through online sources and empirical studies in the field</p> <ul style="list-style-type: none"> • Discuss • Presentation of observations. 			
11	Students are able to explain how to manage diversity in an organization.	<p>Managing Diversity</p> <ol style="list-style-type: none"> 1. The meaning of diversity 2. Diversity in the work environment 3. Diversity initiatives and programs within the organization. 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 11</p> <p>TM 1x(3x50")</p> <p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains how to manage diversity in an organization	2,5
12	Students are able to explain the control function within the organization and be able to explain the organization as a value chain	<p>Managing Performance and Quality</p> <ol style="list-style-type: none"> 1. Define organizational control (control). 2. Four steps in the organizational control process. 3. The use of a balance score card in organizational performance. 4. The concept of TQM (Total Quality Management) 5. Six Sigma principles, cycle time reduction and continuous improvement for the organization. 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 12</p> <p>TM 1x(3x50")</p> <p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy describes the control function within the organization and describes the organization as a value chain	5

		<p>Managing Value Chain, Information Technology, and E-Business</p> <ol style="list-style-type: none"> 1. Organization as a value chain. 2. Supply chain management 3. Inventory management 4. Internet and E-Business 						
13	Students are able to explain the dynamics of behavior in organizations.	<p>Organizational behavior</p> <ol style="list-style-type: none"> 1. Work attitude, perception, and personality in the organization 2. Define the four components of emotional intelligence. 3. Impact of stress and identify ways in which individuals and organizations manage stress. 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 13</p> <p>TM: 3x(3x50")</p> <p>TT: 3x(3x60")</p> <p>BM: 3x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains the dynamics of behavior in organizations	2,5
14	Students are able to explain how leadership is and are able to explain the meaning of motivation	<p>Leadership</p> <ol style="list-style-type: none"> 1. Definition of leadership 2. Charismatic and transformational leadership 3. Power and influence 4. Leadership as service. <p>Motivation</p> <ol style="list-style-type: none"> 1. Definition of motivation 2. The importance of motivation for organizations 3. Background of individual behavior and motivation 4. Motivation theory: Maslow 5. Motivation theory: ERG 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 14</p> <p>TM: 3x(3x50")</p> <p>TT: 3x(3x60")</p> <p>BM: 3x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy in explaining how leadership and being able to explain the meaning of motivation	5

15	Students are able to explain the importance of communication for management and the communication process, and are able to explain the types of communication team within the organization	<p>Managing Communication</p> <ol style="list-style-type: none"> 1. Communication process 2. Communication channel 3. Organizational communication 4. Innovation in organizational communication. <p>Work in a team</p> <ol style="list-style-type: none"> 1. Why work in a team 2. Make the team effective 3. Types of teams 4. Innovative team 5. Team characteristics 	<ul style="list-style-type: none"> • Format: studying • activities in class • Methods: Group discussions and case studies • Media LCD & Laptop • Source Textual book 	<p>Meeting 15</p> <p>TM: 1x(3x50")</p> <p>TT: 1x(3x60")</p> <p>BM: 1x(3x60")</p>	<ul style="list-style-type: none"> • Listening to the lecturer's explanation. • Searching case study materials through online sources and empirical studies in the field • Discuss • Presentation of observations. 	<p>Criteria:</p> <ul style="list-style-type: none"> • Depth of case study • Form : Assignment 	Accuracy explains the importance of communication for management and the communication process, and is able to explain the types of teams in the organization	5
16	UAS							25

Information:

TM : Face to face
1 sks : 50 minutes
3 sks : 150 minutes

TT : Structured Tasks
1 sks : 60 minutes
3 sks : 180 minutes

BM : Learn to be independent
1 sks : 60 minutes
3 sks : 180 minutes