



**SEKOLAH TINGGI AGAMA ISLAM SUNAN PANDANARAN
PANITIA WEBINAR INTERNASIONAL ENTERPENEURSHIP**

*Sekretariat: Gedung STAISPA Lantai 1, Jalan Kaliurang Km.12.5,
Candi Sardonoharjo, Ngaglik, Sleman, Yogyakarta, 55581*

E-mail: sema.staispayogyakarta@gmail.com



No : 018/SPmh./PGMII/V/2023
Lamp. : Rundown Acara dan TOR
Hal : **Permohonan**

Kepada Yth.

Ibu

Defia Ifsantin Maula, S.I.P.,M.B.A.,CEC

di-

Tempat

Assalamualaikum Wr. Wb.

Puji dan syukur kita panjatkan kepada Allah SWT. Sholawat serta salam semoga senantiasa tercurahkan kepada kekasih kita Nabi Muhammad SAW, keluarga, sahabat, dan para pengikutnya hingga akhir zaman.

Sehubungan dengan akan dilaksanakannya **WEBINAR INTERNASIONAL ENTERPENEURSHIP** secara online/daring, dengan tema *“The Contribution of Enterpreneurship Education to Teacher Autonomy”*. Melalui surat ini kami bermaksud mengundang Ibu untuk menjadi narasumber dalam acara kami yang akan dilaksanakan pada :

Hari, Tanggal : Minggu, 28 Mei 2023
Waktu : 08.30 WIB - Selesai
Tempat : Online, Via Zoom Cloud Meeting

Demikian surat undangan ini kami sampaikan. Atas perhatiannya kami ucapkan terima kasih.

Wassalamualaikum Wr. Wb.

Ketua Panitia

Arif Mustofa, M. Pd
NIK. -

Sleman, 18 Mei 2023

Sekretaris

Naila Fajria Resqoningrum
NIM. 20041332



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Lampiran I

RUNDOWN ACARA WEBINAR INTERNASIONAL ENTERPENEURSHIP			
Hari/Tanggal	Waktu	Kegiatan	Penanggung Jawab
Minggu, 28 Mei 2023	08.00-08.30	Persiapan masuk Zoom (30 menit)	Div. Humas
	08.30-09.00	Registrasi (30 menit)	Div. Humas
	09.00-09.15	Pembukaan <ul style="list-style-type: none">Menyanyikan Lagu Indonesia Raya (15 menit)	Div. Acara
	09.15-09.30	Sambutan-sambutan <ul style="list-style-type: none">Kaprodi PGMI STAISPA (7 menit)Ketua STAISPA (8 menit)	Div. Acara
	09.30-09.50	Penyampaian Materi dari Pembicara 1 (20 menit)	Moderator
	09.50-10.10	Penyampaian Materi dari Pembicara 2 (20 menit)	Moderator
	10.10-10.30	Penyampaian Materi dari Pembicara 3 (20 menit)	Moderator
	10.30-10.50	Penyampaian Materi dari Pembicara 4 (20 menit)	Moderator
	10.50-11.20	Sesi Tanya Jawab (30 menit)	Div. Acara
	11.25-11.30	Penutupan dan Sesi Foto (5 menit)	MC



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Lampiran II

TERMS OF REFERENCE

A. Nama Webinar

The Contribution of Entrepreneurship Education to Teacher Autonomy

B. Latar Belakang

Di era sekarang dunia akademik sudah tidak asing lagi dengan Wirausaha, bahkan Kewirausahaan bisa menjadi sikap, jiwa dan kemampuan untuk menciptakan sesuatu yang baru yang sangat bernilai dan berguna bagi dirinya dan orang lain. Kewirausahaan merupakan sikap mental dan jiwa yang selalu aktif atau kreatif berdaya, bercipta, berkarya dan bersahaja dan berusaha dalam rangka meningkatkan pendapatan dalam kegiatan usahanya.

Tidak mengherankan jika banyak orang yang berganti-ganti profesi, bahkan ada pula yang memilih beralih sebagai seorang pengusaha karena berbisnis dianggap jauh lebih menjanjikan. Uang dan passion adalah dua elemen yang tidak boleh terlewatkan untuk dipertimbangkan dalam menentukan pilihan bisnis apa yang akan dijalankan.

Mencari penghasilan tambahan sangat penting bagi guru, Ada banyak alasan yang membuat seseorang memilih berbisnis sambil tetap menjalankan profesi utamanya sebagai guru. Namun perlu diperhatikan juga agar bisnis sejalan dengan profesi guru, jadi bisa menjalankan keduanya dengan baik. Untuk mewujudkan mimpi menjadi seorang pengusaha, guru tidak harus mendirikan perusahaan besar atau mengerjakan sesuatu yang jauh dari bidangnya. Bisa dimulai dari hal-hal kecil yang ada di sekitar, hobi ataupun passion.

Berdasarkan uraian yang telah disampaikan di atas, bagaimana peran seorang akademisi melakukan ber wirausaha yang ideal Oleh karena itu, Program studi Pendidikan Guru Madrasah Ibtidaiyah Sekolah Tinggi Agama Islam Sunan Pandanaran (STAISPA) mengagendakan Webinar internal dengan tema "The Contribution Of Entrepreneurship Education To Teacher Autonomy". Webinar internasional tersebut menjadi sarana bagi Mahasiswa calon guru berbagai informasi, pengetahuan, hasil penelitian dan gagasan dalam mewujudkan Pendidikan yang membawa Kebermanfa'atan ilmu untuk pembangunan masyarakat. Adanya seminar ini, juga diharapkan dapat memberikan kontribusi nyata dalam menjawab berbagai tantangan permasalahan yang ada di masyarakat.

C. Tujuan Kegiatan.

Webinar ini diharapkan mampu memberikan pemahaman mengenai Edupreneur pada dunia akademik, serta aplikasinya. Hal ini juga penting dilaksanakan sebagai sarana memperkenalkan secara luas dan memberikan manfaat terhadap proses belajar mengajar, sebagai evaluasi dan peningkatan kemampuan mahasiswa. Kegiatan ini juga dilaksanakan untuk menjawab tantangan zama di era industri penerapan praktik kerja sama baik di bidang Ilmu Pendidikan Keguruan ataupun di bidang lain yang dapat diimplementasikan di insitusi masing - asing.

Kegiatan ini bersifat diskusi ilmiah secara online dengan materi yang disampaikan oleh narasumber sesuai dengan tema yang telah ditentukan. Dalam kesempatan ini akan membahas Edupreneur di era saat ini Terbarukan dan aplikasinya.



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D. Hasil Yang Diharapkan.

Tujuan dari webinar ini diharapkan peserta dapat memahami konsep dari Edupreneur di era saat terbarukan dan aplikasinya dan juga nantinya bisa menjadi acuan pembahasan dalam karya ilmiah para mahasiswa di bidang Ilmu Pendidikan Keguruan ataupun di bidang lain yang dapat diimplementasikan di insitusi masing – masing.

E. Pembicara Dan Topik Seminar

Pembicara serta topik diskusi dalam acara webinar ini adalah:

1. Mohamed Aliff Bin Zainudin
“*Entrepreneur Praktisi*”
2. Defia Ifsantin Maula, S.I.P.,M.B.A.,CEC.
“*Entrepreneur Manajemen*”
3. Dr (Cand). Ahmad Syamsul Arifin, M.Pd.i.
“*Kurikulum Edupreneur*”
4. Barirotus Sa’adah, M. Pd.
“*Penerapan Edupreneur*”

F. Sasaran Peserta

Sasaran peserta Webinar Edupreneur dan Aplikasinya adalah mereka yang ingin mengetahui potensi peluang baru terbarukan. Diantara yang akan mendapat manfaat dari materi seminar ini antara lain:

1. Akademisi dan mahasiswa dari berbagai universitas dan latar belakang kompetensi yang berkaitan Edupreneur.
2. Praktisi Pendidikan
3. Pegawai dan pejabat pemerintah dari instansi terkait Peneliti dari lembaga penelitian.

G. Penyelenggara

Kegiatan Seminar Internasional ini diselenggarakan oleh Program studi PGMI STAI Sunan Pandanaran dan Yayasan Sunan Pandanaran Yogyakarta.

H. Penutup

Demikian TOR Webinar di era sekarang dan Aplikasinya di susun. Besar harapan kami akan kerjasama dan mendapat dukungan dari Bapak/lbu demi terlaksananya kegiatan ini. Semoga tujuan dari kegiatan ini dapat tercapai seperti yang kami harapkan. Atas dukungan dan partisipasinya kami ucapkan terima kasih.

The Contribution of Entrepreneurship Education to Teacher Autonomy

Explore the impact of entrepreneurship education on teacher autonomy and discover how it can benefit both educators and students.

Defia Ifsantin Maula, S.I.P., M.B.A., CEC.

Universitas Alma Ata



The Concept of Entrepreneurship Education

The process of providing individuals with the knowledge, skills, and **MINDSET** necessary to start and manage a business venture.

It aims to foster entrepreneurial thinking, creativity, and problem-solving abilities among students.



Why Teacher Autonomy Matters

The freedom and independence teachers have in designing and implementing their instructional practices.

The contribution of entrepreneurship education to teacher autonomy lies in its ability to create an environment that encourages innovation, experimentation, and individualized teaching methods.

The Benefits of Entrepreneurship Education for Teachers

Enhanced Curriculum

Discover how entrepreneurship education can lead to a more engaging and relevant curriculum, bringing real-world experiences to the classroom.

Professional Development

Learn how entrepreneurship education can provide teachers with the opportunity to constantly learn and develop new skills to improve their teaching.

Increased Student Engagement

Find out how teachers can use entrepreneurship education to inspire their students and engage them in meaningful and impactful ways.

Impact of Entrepreneurship Education on Teacher Autonomy



Increased Confidence

Explore how entrepreneurship education can give teachers the confidence to take greater risks and develop a more independent teaching style.



Empowered Students

Discover how entrepreneurship education can empower students to take ownership of their learning and develop critical thinking skills.




Mentoring Opportunities

Learn how entrepreneurship education can create opportunities for teachers to serve as mentors and leaders in their classrooms and communities.

Successful Implementation of Entrepreneurship Education





Challenges and Limitations of Entrepreneurship Education for Teacher Autonomy

1 Lack of Support

Discuss how the lack of support from school administrators or the wider community can hinder the successful implementation of entrepreneurship education.

2 Resistance to Change

Explore how some teachers may be resistant to changing their teaching style and may need additional support and training to feel comfortable with entrepreneurship education.

3 Cultural and Socioeconomic Barriers

Address the obstacles that may arise when trying to implement entrepreneurship education in diverse or disadvantaged communities.

The Future of Entrepreneurship Education for Teacher Autonomy

Collaboration

Discuss the potential for collaboration both within schools and between schools to promote entrepreneurship education and teacher autonomy.

Technology

Explore how technology can be used to enhance entrepreneurship education and provide teachers with new tools and resources.

Research

Discuss the importance of ongoing research and evaluation to ensure entrepreneurship education continues to have a positive impact on teacher autonomy.

The Power of Entrepreneurship Education for Teacher Autonomy

By integrating entrepreneurship education into their teaching practices, teachers gain more autonomy to create innovative and student-centered learning environments. This approach enables them to customize the curriculum, employ experiential learning methods, and use diverse teaching strategies that align with their students' needs and interests.

Entrepreneurship education also allows teachers to customize the curriculum, employ experiential learning methods, use diverse teaching strategies, design authentic assessments, and establish collaborations.

With entrepreneurship education, teachers can create a dynamic and engaging classroom that adapts to individual student needs, empowers professional judgment, and fosters creativity and innovation.

Business Model Canvas

Discover how the Business Model Canvas can help you assess the viability of your business idea and create a solid strategy for growth.

Defia Ifsantin Maula, S.I.P., M.B.A., CEC.

Universitas Alma Ata



1. Customer Segments

Identify your target customers and their needs.

2. Value Proposition

Create a unique value proposition to meet those needs.

3. Channels

Choose the right channels to reach your customers.

4. Customer Relationships

Foster strong customer relationships to keep them coming back.

5. Revenue Streams

Determine how your business will make money.

6. Key Resources

Identify the resources you need to deliver your value proposition.

7. Key Activities

List the key activities required to deliver your value proposition.

8. Key Partnerships

Form partnerships to leverage resources and activities.

9. Cost Structure

Understand the costs involved in delivering your value proposition.



Key Elements of the Business Model Canvas

Value Proposition

The product or service that adds value to customers and differentiates it from competitors.

Customer Segments

The specific groups of people or organizations the business aims to serve.

Revenue Streams

The sources of income for the business.

Cost Structure

The fixed and variable expenses required to operate the business.

The Value Proposition

Features

- What does the product do?
- What are its attributes?
- What pain points does it solve?

Benefits

- How does the product make users' lives better?
- What value does it provide?
- What are the emotional benefits?

Unique Selling Proposition (USP)

- How does your product differentiate from competitors?
- What are the core strengths?
- What is the competitive advantage?

Customer Segments

1

Niche Market

Identify a segment with a specialized need that's not currently met by existing solutions.

2

Mass Market

Develop the solution for a broad market with customers who share similar needs.

3

Multi-Sided Market

Provide solutions for two or more segments that have different but related needs.

Revenue Streams



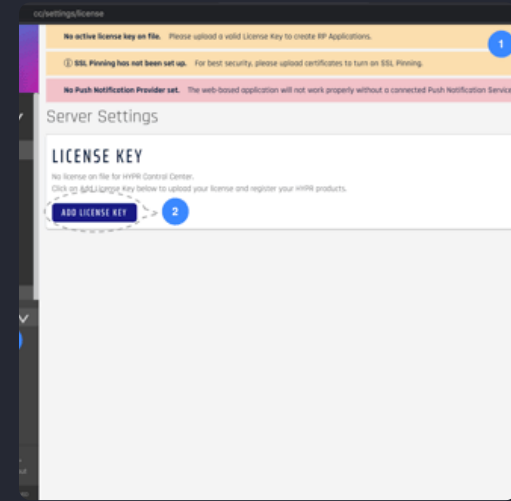
One-time Transactions

Customers pay for the one-time acquisition of goods or services.



Recurring Revenue

Customers pay a recurring fee for the access to products and services.



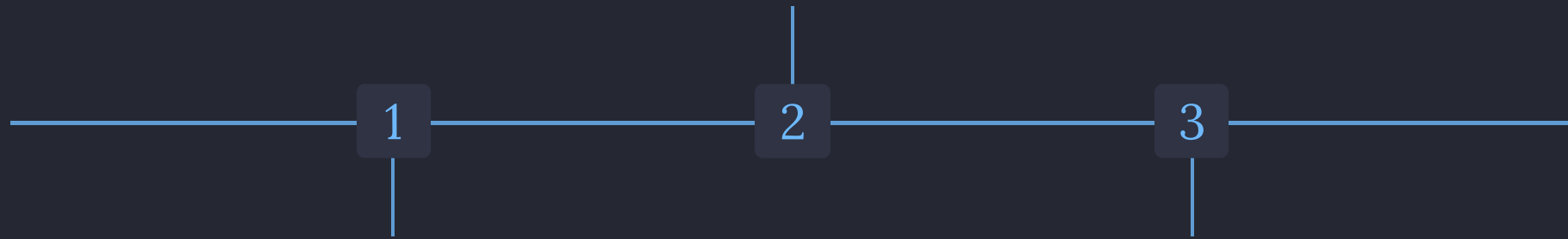
Licensing

The business allows other companies to use the products or services for a fee.

Cost Structure

Fixed Costs

Expenses that are not dependent on the volume of sales or production.



Variable Costs

Costs that change in proportion to the amount of products or services sold.

Semi-Variable Costs

Costs that can change based on the volume of sales or production, but have a minimum fixed component.

Channels

1 Direct Sales

Selling products or services directly to customers through various channels such as the internet, phone, or mail order.

2 Intermediaries

Engaging third party resellers or sales agents to distribute products or services.

3 Partnerships

Collaborating with other businesses to promote and sell products or services.

In Summary

Key Benefits	Key Costs
<ul style="list-style-type: none"><li data-bbox="339 665 852 698">• Holistic view of the business<li data-bbox="339 757 917 790">• Better strategic decision making<li data-bbox="339 849 1122 882">• Improved communication with stakeholders	<ul style="list-style-type: none"><li data-bbox="1254 665 1784 698">• Time-consuming to complete<li data-bbox="1254 757 1832 790">• May not anticipate all challenges<li data-bbox="1254 849 1728 882">• Must regularly be updated



C E R T I F I C A T E

NO. 001/SERT/PGMISPA/V/2023

This certificate is presented to:

Defia Ifsantin Maula, S. I. P., M. B. A., CEC.

For his participation as:
SPEAKER

In the International Webinar with theme:
"The Contribution of Entrepreneurship Education to Teacher Autonomy"
Organized by the Islamic Elementary School Teacher Education Study Program,
Sunan Pandanaran Islamic College.
Yogyakarta, May 28th 2023

Head of Study Program

H. Azka Sya'bana, M. Pd.

NIDN: 2112029203

Chairman of Organizing Committee



Arif Mustofa, M. Pd.

NIK: -