

DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 24 September 2020

Penjelasan Kontrak dan Isi Perkuliahan

Penjelasan tentang Definisi Etika Profesi dan Tujuan Pembelajaran Mata Kuliah Etika Profesi

Penjelasan Materi tentang Profesi Arsitek

File Materi : AR4115_01_092307.pdf

Membuat tulisan tentang 'CITA-CITA MENJADI SEORANG ARSITEK'

File Tugas : tugas_AR4115_01_093259.docx

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DR. EUIS PUSPITA DEWI, Ir.,M.Si
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Tanggal Mengajar : Thursday, 01 October 2020

Silahkan download Materi tentang Etika Profesi Arsitek. Perkuliahan dimulai jam 14.30 WIB dengan zoom.

File Materi : AR4115_02_075807.pdf

Cari 2 arsitek yang Anda sukai dan gali kiprahnya di bidang Arsitektur.

Buat dalam bentuk poster 1 halaman

File Tugas :

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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 08 October 2020

Kerjakan tugas yang sudah diberikan

Tentukan kelompok, maksimal 3 orang

Kumpulkan tanggal 22 Oktober 2020

File Materi : AR4115_03_091819.pdf

Membuat jawaban dari soal yang sudah diberikan ke dalam PPT dan tanggal 22 Oktober dipresentasikan

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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 15 October 2020

Materi hari ini adalah tentang Entrepreneurship. Mata kuliah Etika Profesi ini merupakan kolaborasi dari muatan keprofesian sebagai Arsitek dengan kewirusahaan (entrepreneurship), Diharapkan lulusan Sarjana Arsitektur UPI YAI dapat menjadi entrepreneur-entrepreneur yang matang, kuat dan tangguh untuk bersaing di dunia luar.

Silahkan baca terlebih dahulu materi Entrepeneur ini sambil Kalian mengerjakan tugas minggu yang lalu. Tugas yang saya upload masih tugas minggu lalu yang kalian harus presentasikan berkelompok di minggu depan. Tentang jamnya saya minta kalian menetapkan dan dilaporkan ke saya, karena spertinya kalian banyak yang sambil KP. Terima kasih

File Materi : AR4115_04_072959.pptx

Tugasnya adalah mejawab pertanyaan-pertanyaan yang diberikan terkait dengan Profesi Arsitek.

Presentasikan secara berkelompok tgl 22Oktober 2020

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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 22 October 2020

Hari ini Presentasi Tugas 2 tentang Menjawab Pertanyaan Seputar Arsitek

File Materi : AR4115_05_093557.pdf

Tugas: Mencari Tokoh ARsitek dan pilih salah satu karyanya dan analisis

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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 05 November 2020

BACA DAN PELAJARI

**PROYEK ARSITEKTUR
DAN
JASA ARSITEK**

File Materi : AR4115_07_085013.pdf

Semua tugas di pertemuan sebelumnya silahkan dikumpulkan. Hari ini terakhir.

Tugas berikutnya adalah membuat tulisan dengan bahasa ANda sendiri tentang Proyek yang sedang Anda jalani di Kegiatan Magang/Kerja Praktek Anda. Hubungkan dengan Materi Hari ini tentang Proyek Arsitektur dan Jasa Arsitek. Jika Proyek KP Anda tidak berhubungan langsung dengan pekerjaan Arsitektural, silahkan ANda ceritakan apa adanya dan sebisa mungkin relasikan dengan pekerjaan Arsitektur.

Selamat Mengerjakan

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Tanggal Mengajar : Thursday, 26 November 2020

Archipreneurship as a Solution

In reaction to the increasingly volatile job market, some architects have started to look to other industries for cues on how to compete. One of the most prominent changes to architectural practice has been the widespread adoption of business models from other industries.

Architects are clueing up to the fact that a successful business is as much down to the design of their business model as it is the design of their buildings. Savvy professionals are going beyond the traditional confines of the vocation and implementing:

- Market research
- Funding plans
- Financial forecasts

among others into their plans before they even think about launching their product or service. But traditional business models are simply more comforting for architects, and changes are not easy to implement.

In our talks with archipreneurs from all over the world, we have identified three major obstacles to building successful architectural practices:

Trading Hours for Dollars

Unless we're really lucky, we don't get to choose our clients, at least not when we're just starting out. And unfortunately for us, the industry is still rife with clients who see architectural services as a cost, rather than seeing it as it is: a value. As a result, architects are often paid for their work by the hour. What's the problem with that?

The information technology, publishing and retail sectors have all shown that hourly rates for entrepreneurs are at best outdated, if not totally inefficient, ways of doing business. If you only do work that charges by the hour, your income stops the moment you stop working. In order to break away from hourly rates, the onus is on architects to scale their businesses.

Lack of Business Acumen

We've said that architects tend to lack business & management development skills. If you're interested in entrepreneurship (and if you're reading this, we assume you are!) this can be a fatal oversight. Archipreneurs need more than experience in architecture and design: they need to understand how to design a business model.

A failure to understand the financial and the business sides of architecture is what keeps otherwise great architects from starting up great businesses. As architects, we know how to design, draw, write, interpret specifications and monitor construction processes. But it doesn't necessarily follow that all architects will know how to manage a practice.

To run a firm, architects must learn:

How to find loans and other financial support

How to enter into leases

How to manage cash flows

How to work with employees

How to source contractors and consultants

In addition, archipreneurs must start out by ensuring their businesses can turn a profit. That means setting aside more covetable roles to do with design and spending most of their time tending to management and administration. Sneer at management and administration at your own peril!

How can you develop business acumen without spending thousands on university management courses?

Underestimating Marketing

Architects are used to the traditional methods of getting clients and establishing networks. This false security makes small firms reluctant to invest in market research and marketing. But that completely underestimates the impact market tools can have on a business. We've already said that traditional roles are breaking down thanks to the globalization of the workplace – the same can be said for how businesses engage with their clients.

Where it once wasn't necessary, or was only considered a nice luxury, it is now imperative for archipreneurs to have a solid and frequently updated web presence. Though many architecture firms do realize that they should have an online presence, most continue to struggle with how to use online marketing in a consistent and beneficial way.

To be thought of as authorities – or leaders – in the market, archipreneurs should engage with colleagues, peers and clients online by way of:

- Informative websites

- Portfolios
- Seminars/webinars/courses
- Social media accounts
- Testimonials
- Blog posts
- or a combination of the above.

Building a presence online need not be scary, or even difficult. In fact, the simplest and most cost-effective way to establish a strong brand and develop customer/client loyalty is to do so online. The success in differentiating yourself from the competition is in knowing how to use platforms and social media; how to build email lists and define your target market; and how to cultivate relationships and define your brand.

To become archipreneurs, architects need to redefine their offer by taking on board the new business structures available and the opportunities that technology has opened up for them. In order to become successful, set aside any negative preconceptions you may have about management and embrace the business behind designing buildings and creating products and services in the AEC industry.

Don't be discouraged by an initial lack of knowledge in how to overcome the above three obstacles. Many of today's most successful archipreneurs hadn't a clue about running a business when they first started out. They made mistakes and experienced setbacks. But rather than give up, they looked to their peers for help.

In reading The Archipreneur Concept, you're taking the first step.

The following chapter will look at how to overcome the three obstacles given above by detailing how the AEC industry's most out-of-the-box thinkers run their businesses and stay at the top of their profession.

File Materi : AR4115_08_100954.pdf

Review Buku Bacaan

Silahkan baca buku referensi yang saya upload, berjudul ARCHIPRENEUR INSIGHTS

Tugasnya adalah Membuat essay sebagai review dari bacaan tersebut,

REVIEW dan BUKAN TERJEMAHAN

Isi Essay tiap mahasiswa tidak boleh sama. Jika itu terjadi dan ada indikasi plagiat atau copas, kedua mahasiswa akan di TIDAK LULUS kan.








Mata kuliah ini belajar tentang pengetahuan, pengalaman dan etika (kejujuran dan kepercayaan diri)

Selamat mengerjakan

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	1734190006	SINDY LEMBAYUNG SARI TGL. ABSEN : Thursday, 26 November 2020 10:34:16	Thursday, 03 December 2020 13:39:00	115_37_REVIEW BUKU SINDY LEMBAYUNG S 1734190006.pdf
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	1734190009	RIZKY RENHORAN TGL. ABSEN : Thursday, 26 November 2020 16:00:16	Thursday, 03 December 2020 23:27:00	115_37_ETIKA PROFESI RIZKY.docx
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FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS
	1734190010	RAIHAN M MUFLIH TGL. ABSEN : Thursday, 26 November 2020 10:34:05	Thursday, 26 November 2020 10:34:00	
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	1734190019	AMANDA TRIYANA SOQE TGL. ABSEN : Thursday, 26 November 2020 13:58:24	Thursday, 26 November 2020 14:01:00	115_37_TUGAS REVIEW BUKU ARCHIPRENEUR WAWASAN AMANDA TRIYANA S 1734190019.pdf
	2034170002	IQBAL RAMADHAN TGL. ABSEN : Thursday, 26 November 2020 11:02:27	Thursday, 26 November 2020 11:03:00	115_37_ESSAY BUKU ARCHIPRENEUR.pdf
FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS

DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 03 December 2020

File Materi : AR4115_09_110449.pptx

File Tugas : tugas_AR4115_09_110521.pptx

Mahasiswa














FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS
	1734190001	LAILANI SALSABILA TGL. ABSEN : Thursday, 03 December 2020 11:38:36	Thursday, 03 December 2020 11:38:00	
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	1734190018	ARIEF SOFYAN TGL. ABSEN : Thursday, 03 December 2020 14:26:25	Thursday, 03 December 2020 14:27:00	
	1734190019	AMANDA TRIYANA SOGE TGL. ABSEN : Thursday, 03 December 2020 13:41:52		115_37_TUGAS REVIEW BUKU ARCHPRENEUR WAWASAN AMANDA TRIYANA S 1734190019.pdf
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FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS
	2034170002	IQBAL RAMADHAN TGL. ABSEN : Thursday, 03 December 2020 16:10:45	Thursday, 03 December 2020 16:11:00	115_37_ESSAY BUKU ARCHIPRENEUR.pdf
FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS

DR. EUIS PUSPITA DEWI, Ir.,M.Si Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 10 December 2020

TUGAS BESAR ETIKA PROFESI

Mencari contoh usaha jasa bidang arsitektur atau usaha yang terkait dengan bidang arsitektur baik berupa jasa (desain interior, estimator RAB dsb), ataupun barang (penyedia produk interior, bahan bangunan dsb)

Membuat Draf Business Plan Sederhana Anda sesuai yang pengetahuan, minat, keahlian dan keuangan yang dimiliki dan berkaitan dengan bidang Arsitektur (jasa gambar sebagai drafter/jasa pembuatan maket dsb). Buat berdasarkan poin berikut (by Enoch Sears):

1. **Company Mission** – This states what the company does and how they do it. You could identify services you offer and clients you cater to e.g. XYZ firm offers contemporary business interiors for mid sized corporates.
2. **Market Overview or Audit** – This section helps put together an analysis of the overall market, competition and internal assessment of the company itself. Here you can learn how much business in your niche is available for grabs using various research tools. You will lay the groundwork for marketing your architecture firm.
3. **Market Segmentation** – Select the segments or niche that your firm can best serve in terms of geographic location, industry or any other measurable e.g.: New corporate interior projects in Northern California.
4. **Competitive Advantage** – This is an extremely critical aspect of a business plan in any industry as it identifies what are the firm's strengths and weaknesses compared to that of competition. Why should any customer come knocking to your door and not go to the architecture firm down the street? How are you better or different?
5. **Strategies and Tactics** – Now that you've identified your niche and point of differentiation, its time to list how to get those customers in the door. Lunch meetings, scouting for references, free consultation offers, social media outreach – what is it that will bring in new customers?
6. **Budget & Timelines** – Here, you can allocate resources to achieve maximum return on investment. It's better if you can account for the smallest overheads and tentative time frames for each project. This will help you determine realistic fee quotes per project and cut down on unnecessary expenses.
7. **Tracking and Monitoring** – It is important to keep track of what works, what doesn't and how much has been allocated to each project. A simple way is to establish quantifiable goals and budgets for each project and review the performance metrics after each big project or at least twice a year

Tampilkan dan tawarkan usaha Anda tersebut ke media informasi, minimal 2 media seperti website/medsos (instagram/fb/twitter, tiktok dsb)/linkedin. Gunakan berbagai kreativitas Anda untuk melakukan promosi usaha Anda.

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Mahasiswa







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	1734190010	RAIHAN M MUFLIH TGL. ABSEN : Thursday, 10 December 2020 10:59:43		
	1734190012	ADE PAMUNGKAS TGL. ABSEN : Thursday, 10 December 2020 21:27:25		
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FOTO	NIM	NAMA	TGL. DOWNLOAD MATERI	FILE TUGAS
	1734190013	RANYATI ALUSIA BRANIGAN TGL. ABSEN : Thursday, 10 December 2020 17:33:54		
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DR. EUIS PUSPITA DEWI, Ir.,M.Si
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Tanggal Mengajar : Thursday, 17 December 2020

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	1734190009	RIZKY RENHORAN TGL. ABSEN : Thursday, 17 December 2020 20:59:00	Monday, 18 January 2021 21:59:00	115_37_tugas bisnis plan.pdf
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	1734190017	AFIF FADILLAH RAHMAT TGL. ABSEN : Thursday, 17 December 2020 21:01:38	Monday, 18 January 2021 20:23:00	
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	1734190020	MUHAMAD SALEH . Y. TAMHER TGL. ABSEN : Thursday, 17 December 2020 17:11:15	Thursday, 17 December 2020 17:11:00	
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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 07 January 2021

Kerjakan tugas sesuai di file tugas dan materi yang diberikan

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	1734190003	JESSICA CHRISTINA TGL. ABSEN : Thursday, 07 January 2021 09:38:20	Monday, 18 January 2021 00:54:00	
	1734190006	SINDY LEMBAYUNG SARI TGL. ABSEN : Thursday, 07 January 2021 09:17:38	Thursday, 07 January 2021 09:17:00	115_37_DRAFT BUSINESS PLAN.pdf
	1734190008	RADEN RANGGAWUNI WISHNU KUSUMAWATI TGL. ABSEN : Thursday, 07 January 2021 09:35:43	Monday, 18 January 2021 20:12:00	115_37_draft_businessplan.pdf
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	1734190010	RAIHAN M MUFLIH TGL. ABSEN : Thursday, 07 January 2021 15:47:48		
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	1734190014	HIZKIA JOHANIS ROMPAS TGL. ABSEN : Thursday, 07 January 2021 16:41:09		115_37_Tugas Besar Etika Profesi Hizkia Johanis Rompas 1734190014.pdf
	1734190015	AMALIA DWI IRIYANTI TGL. ABSEN : Thursday, 07 January 2021 19:21:24	Thursday, 07 January 2021 19:26:00	115_37_draft business plan AmaliaDI_17341900115.pdf
	1734190017	AFIF FADILLAH RAHMAT TGL. ABSEN : Monday, 18 January 2021 20:12:00	Monday, 18 January 2021 20:23:00	
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	1734190019	AMANDA TRIYANA SOGE TGL. ABSEN : Thursday, 07 January 2021 12:28:00		115_37_proposal bisnis amanda 1734190019 .pdf
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	1734190021	ROBI BAHRUDIN TGL. ABSEN : Thursday, 07 January 2021 19:17:48		
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DR. EUIS PUSPITA DEWI, Ir.,M.Si
Etika Profesi (2 SKS)

Tanggal Mengajar : Thursday, 14 January 2021

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	1734190006	SINDY LEMBAYUNG SARI TGL. ABSEN : Thursday, 14 January 2021 20:30:31		
	1734190008	RADEN RANGGAWUNI WISHNU KUSUMAWATI TGL. ABSEN : Thursday, 14 January 2021 15:47:47		115_37_draft_businessplan.pdf
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	1734190015	AMALIA DWI IRIYANTI TGL. ABSEN : Thursday, 14 January 2021 15:47:19		115_37_draft business plan_AmaliaDI_17341900115.pdf
	1734190017	AFIF FADILLAH RAHMAT TGL. ABSEN : Thursday, 14 January 2021 17:26:54		
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Dosen : DR. EUIS PUSPITA DEWI, Ir.,M.Si

Etika Profesi (2 SKS)

KAMIS 13:40 - 15:20

NO.	NIM	NAMA	FOTO	NILAI UAS	NILAI UTS	NILAI TUGAS	TOTAL
1	1734190001	LAILANI SALSABILA		99 (40%)	78 (30%)	79 (30%)	86.7
2	1734190003	JESSICA CHRISTINA		94 (40%)	78 (30%)	75 (30%)	83.5
3	1734190006	SINDY LEMBAYUNG SARI		96 (40%)	80 (30%)	80 (30%)	86.4
4	1734190008	RADEN RANGGAWUNI WISHNU KUSUMAWATI		94 (40%)	78 (30%)	80 (30%)	85
5	1734190009	RIZKY RENHORAN		86 (40%)	68 (30%)	69 (30%)	75.5
6	1734190010	RAIHAN M MUFLIH		79 (40%)	65 (30%)	68 (30%)	71.5
7	1734190013	RANYATI ALUSIA BRANIGAN		84 (40%)	75 (30%)	67 (30%)	76.2
8	1734190014	HIZKIA JOHANIS ROMPAS		84 (40%)	75 (30%)	78 (30%)	79.5
9	1734190015	AMALIA DWI IRIYANTI		84 (40%)	80 (30%)	82 (30%)	82.2
10	1734190017	AFIF FADILLAH RAHMAT		84 (40%)	72 (30%)	75 (30%)	77.7
11	1734190018	ARIEF SOFYAN		84 (40%)	70 (30%)	68 (30%)	75
12	1734190019	AMANDA TRIYANA SOGE		74 (40%)	85 (30%)	78 (30%)	78.5
13	1734190020	MUHAMAD SALEH . Y. TAMHER		(%)	(%)	(%)	
14	1734190021	ROBI BAHRUDIN		70 (40%)	45 (30%)	50 (30%)	56.5