

## **ABSTRACT**

*Educated entrepreneurs have an important role in the economy of a country. College graduates are expected to make their own business so they can create jobs and unemployment will decrease. Low skill levels can be improved through entrepreneurial learning in colleges. Entrepreneurship education has a important in educating students to have an entrepreneurial spirit and competencies.*

*This study aims to identify entrepreneurial competencies held by students of Management in Maranatha Christian University class of 2013 with variables that include: identify and evaluate business opportunities, identify and solve problems, decision making, networking, communication, and innovate thinking.*

*The phenomenon in this study is explored by case study method. Techniques of data collection are by in – depth interviews, observation, and secondary data collection. The respondents involved are 3 students who have business. The students have been interviewed about the entrepreneurial competence as a result of the learning process and business experience by the students.*

*The learning contents related to entrepreneurship at Management includes Business Development and Business Models, Key Challenges of Entrepreneurship, Integrated Business, Micro, Small, and Medium Business Management, and Family Business Management. The course has been supported by good teaching methods, facilities support, and learning process assessment. The research findings show that entrepreneurial competencies owned by students who has business are in different level. This indicates that entrepreneurial experiences is very influential on the level of entrepreneurial competencies.*

*The research of his study are expected to be an evaluation of entrepreneurship teaching methods in universities, especially in Management Maranatha Christian University. In addition, the research can be directed in increasing the number of educated entrepreneurs. Increasing the number of educated entrepreneurs is very supportive target in the realization of Maranatha Christian University to become universities that can improve competent, professional, and creative human resource to become creative economy based entrepreneurs in 2020.*

***Keywords : educated entrepreneur, entrepreneurial competencies, entrepreneurial experiences.***