

NIRMA UNIVERSITY
Institute of Management
Master of Business Administration (Family Business and
Entrepreneurship) Programme

L	T	PW	C
3	-	-	3

Course Code	MFB5SEEF12
Course Title	Entrepreneurial Finance

Course Learning Outcomes (CLO):

At the end of the course, students will be able to:

1. Define the relation between entrepreneurial finance and value creation in a business.
2. Identify the sources of finance for new ventures.
3. Judge the financial performance of an entrepreneurial initiative.
4. Discuss an entrepreneurial perspective on management of short term funds.

Syllabus

Teaching Hours

Unit I: The Entrepreneurial Environment <ul style="list-style-type: none"> • Role of Finance in Entrepreneurship • Developing the Business Idea • Financial Testing of the Business Model • Organizing and Financing a New Venture 	05
Unit II: Creating and Recognizing Venture Value <ul style="list-style-type: none"> • Evaluating the Operating and Financial Performance • Projecting Financial Statements • Securities Law Considerations in Obtaining Venture Financing • Venture Capital Valuation Methods • Valuing Early-Stage Ventures 	10
Unit III: Structuring Finances for Growing Ventures <ul style="list-style-type: none"> • Cost of Capital Considerations for Ventures • Alternate Sources of Financing for Ventures: Angel Investors / Private Equity Finance / Venture Capital • Professional Venture Capital • Various Security Structures • Determinants of Enterprise Value • Preventing Venture Sickness • Overview of tax Regime 	10
Unit IV: Exit and Turnaround Strategies <ul style="list-style-type: none"> • Harvesting the Business Venture Investment • IPO Process and Issues • Listing on SME Exchange: Requirements and Regulations • Turnaround Opportunities in Financially Troubled Ventures 	05

Suggested Readings:

1. Leach, J., & Melicher, R. *Entrepreneurial finance*. Nelson Education.
2. Stancill, J.M. *Entrepreneurial Finance*, Thomson South Western: Ohio
3. Smith, J.K, and Smith, R.L. *Entrepreneurial Finance*, John Wiley: New Jersey

w.e.f. Academic Year 2019-20 and onwards