



Masters of Business Administration (MBA) – Semester - 3

Course Teaching Plan

Course Title: Entrepreneurial finance

Course Code:340034301

Course Credit: 4

Course Introduction:

Entrepreneurial finance is the study of value and resource allocation, applied to new ventures. It addresses key questions and challenge all entrepreneurs: how much money can and should be raised? when should it be raised and from whom they can generate funds? what is a reasonable valuation of a start-up or existing business ? This course will help Entrepreneurs to calculate valuation and basic understanding of designing revenue model

Course Objectives:

To develop Skill sets and capabilities to manage finances of your own venture .

To develop skills of calculating Costing and designing revenue model

To determine initial requirement and various sources of managing funds

To understand valuation and break even analysis for entrepreneurs

To identify methods of calculating projected balance sheet and other financial requirements

Course Learning Outcomes:

- CLO1: Skills and capabilities will be developed to manage finances of your own venture.
- CLO2: Skills will be developed for designing revenue model
- CLO3:Understanding of requirement of fund and what can be a source for fund
- CLO4 :Understanding of valuation will be developed

- CLO5:Students will be able to calculate projected balance sheet for a business venture .

CLO –PO Mapping Matrix

	PO 1	PO 2	PO 3	PO 4	PO 5
CLO1:Skills and capabilities will be developed to manage finances of your own venture.	5	4	5	4	5
CLO2:Skills will be developed for designing revenue model	5	4	5	4	5
CLO3: Understanding of requirement of fund and what can be a source for fund	5	5	5	4	5
CLO4:Understanding of valuation will be developed	5	4	5	4	5
CLO5:Students will be able to calculate projected balance sheet for a business venture .	5	4	5	4	5

Correlation levels: 3= ‘High’, 2=‘Medium’, 1=‘Low’ and ‘-‘ = No correlation

Activity based Session Plan

Session Nos	Syllabus Content
	UNIT 1
1-8	Introduction to Finance for Entrepreneurs Understanding the financing needs of the start- up Stages and Types of Financing Sources and types of capital Introduction to Bootstrapping and Incubation Generating funds from external sources Role of Government schemes and Private Investors in India

	Unit 2
9-12	Basics of Financial Management for Entrepreneurs
13-15	Cost of Capital Financial Statements and Ratio Analysis Risk and Return
	Per Unit Costing Total Investment and need for Funds Revenue modes Break even point analysis
	How to calculate valuation ? Handling everyday finances for entrepreneurs or small start ups (Tax, account opening, handling basic financial requirement)
	Unit 3
16-18	Sources of Funding Long term sources of funding such as equity capital loans Raising entrepreneurial finance through angel investors, venture capital, crowd funding, private equity etc. (Only basic understanding of these options)
19-20	Short term sources of funding Government Schemes for Financing the start-ups Other Sources
	Unit 4

21 -26	<p>Preparing the Integrated Financial Model including cost of capital, means of financing, projected profit and loss</p> <p>projected balance sheet, key ratios and application of capital budgeting techniques (Payback period, NPV, IRR)</p> <p>Valuation and Growth and Exit strategy</p>
27-30	
	Unit 5(Practical)
31-40	<p>Students have to calculate costing and prepare a projected balance sheet for their proposed venture or social enterprise or Innovation</p> <p>They have to prepare valuation and initial projected BEP.</p>

Assessment Scheme

Specific assessment method	% Weight age	✓CLO to be assessed					Theory	Practical
		CLO 1	✓ CLO 2	CLO 3	CLO 4	CLO 5		
Class participation	5%	✓	✓	✓	✓	✓	✓	✓
Exams	50%	✓	✓	✓	✓	✓	✓	
Case Analysis	5%	✓	✓	✓	✓	✓	✓	✓
Project and Presentation	40%	✓	✓	✓	✓	✓	✓	✓

Educational Resources

Educational Resources	Description
i. Reference Book	Steven Rogers ,Entrepreneurial Finance, McGraw-Hill Education Prasanna Chandra ,Finance Management Richard Smith and Janet Kiholm Smith , Entrepreneurial Finance, Wiley
ii. Journals/ Magazine/periodicals/Books	1. The Journal of Entrepreneurial Finance 2. Journal of Corporate Finance 3. Journal of Entrepreneurial Finance and Business Ventures 4. Howard Business Review
iii. Video lecture	Shark Tank Videos, The vault show, Entrepreneur stories from Your stories, Video Cases