



**1. Learning Outcomes:**

Learning Outcome Component	Learning Outcome (Learner will be able to)
Business Environment and Domain Knowledge (BEDK)	<ul style="list-style-type: none"> <li>• <i>Demonstrate</i> a critical understanding of theoretical and practice elements underpinning entrepreneurial finance.</li> </ul>
Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	<ul style="list-style-type: none"> <li>• <i>Analyze</i> and forecast the financial performance of startup.</li> <li>• <i>Analyze</i> the financial aspects of new venture business strategy and planning to choose the best source of financing.</li> </ul>
Global Exposure and Cross-Cultural Understanding (GECCU)	<ul style="list-style-type: none"> <li>• <i>Comprehend</i> and compare the funding options available globally and apply the suitable options in Indian context.</li> </ul>
Social Responsiveness and Ethics (SRE)	<ul style="list-style-type: none"> <li>• <i>Assess</i> and <i>integrate</i> ethical, social and environmental considerations for responsible new venture financing.</li> </ul>
Effective Communication (EC)	<ul style="list-style-type: none"> <li>• <i>Discuss</i> the role of entrepreneurship in the society and the role of public policy in entrepreneurial finance.</li> </ul>
Leadership and Teamwork (LT)	<ul style="list-style-type: none"> <li>• <i>Collaborate</i> to assess the needs of startup and suggest the funding options for the suitable investing or harvesting strategies.</li> </ul>

**LO – PO Mapping: Correlation Levels:**

1 = Slight (Low); 2 = Moderate (Medium); 3 = Substantial (High), “-“= no correlation

Sub. Code: 4539261	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
LO1: <i>Demonstrate</i> a critical understanding of theoretical and practice elements underpinning entrepreneurial finance.	3	3	2	2	-	1	-	2	3
LO2: <i>Analyze</i> and <i>forecast</i> the financial performance of startup.	2	2	3	1	1	1	-	2	2
LO3: <i>Analyze</i> the financial aspects of new venture business strategy and planning for choosing the best source of financing.	2	2	3	-	3	2	-	2	2
LO4: <i>Comprehend</i> and compare the funding options available globally and apply the suitable options in Indian context.	1	1	2	1	3	1	-	1	1
LO5: <i>Assess</i> and <i>integrate</i> ethical, social and environmental considerations for responsible new venture financing.	-	-	1	1	1	1	3	1	2
LO6: <i>Discuss</i> the role of entrepreneurship in the society and the role of public policy in entrepreneurial finance.	2	-	-	3	1	2	3	1	1



# GUJARAT TECHNOLOGICAL UNIVERSITY

Syllabus for Master of Business Administration, 4<sup>th</sup> Semester

Subject Name: Entrepreneurial Finance

Subject Code: 1549511

With effective  
from academic  
year 2020-21

LO7: Collaborate to assess the needs of startup and suggest the funding options for the suitable investing or harvesting strategies.	1	1	1	3	-	3	-	-	2
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2. **Course Duration:** The course duration is of **40 sessions of 60 minutes each.**

### 3. Course Contents:

Module No:	Contents	No. of Sessions	70 Marks (External Evaluation)
I	<b>Introduction to Finance for Entrepreneurs:</b> <ul style="list-style-type: none"> <li>Understanding the financing needs of the start-up</li> <li>Stages and Types of Financing</li> <li>Sources and types of capital</li> <li>Introduction to Bootstrapping and Incubation</li> </ul>	10	17
II	<b>Basics of Financial Management from the start-up perspective:</b> <ul style="list-style-type: none"> <li>Cost of Capital</li> <li>Financial Statements and Ratio Analysis</li> <li>Risk and Return</li> </ul>	10	18
III	<b>Sources of Funding:</b> <ul style="list-style-type: none"> <li>Long term sources of funding such as equity capital, preference share capital, debentures and bonds, term loans</li> <li>Raising entrepreneurial finance through angel investors, venture capital, crowdfunding, private equity etc. (Only basic understanding of these options.</li> <li>Short term sources of funding for Working capital requirement such as trade finance, working capital loan, commercial paper, factoring etc.</li> <li>Government Schemes for Financing the start-ups</li> </ul>	10	17
IV	Preparing the Integrated Financial Model including cost of capital, means of financing, projected profit and loss account, projected cash flow statement, projected balance sheet, key ratios and application of capital budgeting techniques (Payback period, NPV, IRR)	10	18
V	<b>Practical:</b> Students should be able to prepare an integrated financial model covering the concepts learnt throughout the course.	---	(30 marks CEC)

### 4. Pedagogy:

The following pedagogical tools will be used to teach this course:

- Lectures
- Use of Excel for preparing the financial model
- Case Discussions and Role Playing
- Audio-visual Material (Using CDs/Clippings/ online videos)
- Assignments and Presentations



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**5. Evaluation:**

Students shall be evaluated on the following components:

	<b>Internal Evaluation</b>	<b>(Internal Assessment- 50 Marks)</b>
<b>A</b>	• Continuous Evaluation Component	30 marks
	• Class Presence & Participation	10 marks
	• Quiz	10 marks
<b>B</b>	<b>Mid-Semester examination</b>	<b>(Internal Assessment-30 Marks)</b>
<b>C</b>	<b>End –Semester Examination</b>	<b>(External Assessment-70 Marks)</b>

**6. Reference Books:**

<b>Sr. No.</b>	<b>Author</b>	<b>Book</b>	<b>Publisher</b>	<b>Year of Publication</b>
1	Steven Rogers, Roza E. Makonen	Entrepreneurial Finance	McGraw Hill	2014 / 3 <sup>rd</sup>
2	J. Chris Leach, Ronald W. Melicher	Entrepreneurial Finance	Cengage Learning	2017 / 6 <sup>th</sup>
3	Janet Kiholm Smith, Richard L. Smith, Richard T. Bliss	Entrepreneurial Finance: Strategy, Valuation and Deal Structure	Stanford University Press	2011
4	Gary Gibbons, Robert D. Hisrich, Carlos M DaSilva	Entrepreneurial Finance A Global Perspective	SAGE Publishing	2014 / 1 <sup>st</sup>
5	Prasanna Chandra	Finance Management	McGraw Hill	2017 / 9 <sup>th</sup>
6	Vasant Desai	The Dynamics of Entrepreneurial Development and Management	Himalaya	2011 / 6 <sup>th</sup>

Note: Wherever the standard books are not available for the topic, appropriate print and online resources, journals and books published by different authors may be prescribed.

**7. List of Journals / Periodicals / Magazines / Newspapers / Web Resources, etc.**

1. The Journal of Entrepreneurial Finance
2. Journal of Corporate Finance
3. Journal of Entrepreneurial Finance and Business Ventures