

OVERVIEW

The course is about how successful entrepreneurs pursue opportunities and create value. It is structured as four modules to broaden the understanding of finance and entrepreneurship in practical setting by applying the business acumen, financial concepts and tools to make prudent financing and investment decisions.



- Case based course with cases from Harvard Business School and other top B-Schools
- Covers high impact entrepreneurial leaders with a comprehensive case on Amazon
- Different approaches to valuing entrepreneurial ventures including venture capital method
- Comprehensive case on term sheets and negotiation strategies



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Course on

**Entrepreneurial Finance:
A Venture Capital
perspective**

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PEDAGOGY

Learning through practice — apply theories and concepts learned in the class to solve real-world business problems and make practical decisions. The course will be taught in the form of lectures together with case studies intended for in-class discussion. There will be lectures to discuss all theories and concepts relevant for fully understanding the case that will help participants take a position .

- **Cases to be given in advance for discussion in class**
- **Participants are encouraged to engage in role plays to make discussions more engaging**
- **Group write ups of the cases**
- **Quizzes on concepts discussed and readings assigned**



MODULES

Module 1: Entrepreneurial Finance

- Finance 101
- Basics of Valuation
- Essentials of Entrepreneurial Leadership
- Entrepreneurial Leadership
- Identify Business Opportunities
- Business model and unit economics
- Serial Entrepreneurs
- Financing Entrepreneurial Ventures

Module 2: Inner workings of VC industry

- Fundamentals of Venture Capital
- Fundamentals of Venture Capital-corporate Governance: Board culture and composition



MODULES

Module 3: VC business model opportunity evaluation and decision making process

- Venture Capital Formula
- Capitalization table
- Introduction to Venture Capital valuation method
- Valuation of start-ups
- VC decision making in India
- Value creation

Module 4: Term Sheet and Exit

- Early-stage term sheets
- FVC Term sheet: Evaluation and negotiation
- Exit Strategies

BUSINESS MISSION STATEMENT:

Our mission is to make a difference: We don't teach, we transform our participants— creating a mindset to evolve and equip with the skills to succeed in a dynamic business world