

IB9YQ-15 Entrepreneurial Finance

24/25

Department

Warwick Business School

Level

Taught Postgraduate Level

Module leader

Li Liu

Credit value

15

Module duration

3 weeks

Assessment

100% coursework

Study location

University of Warwick main campus, Coventry

Description

Introductory description

To enable students to understand the fundamental need for finance in entrepreneurial companies, the flow of capital around entrepreneurial young companies and how to execute a practical fundraising strategy for a start-up.

Module aims

To enable students to understand the fundamental need for finance in entrepreneurial companies, the flow of capital around entrepreneurial young companies and how to execute a practical fundraising strategy for a start-up.

Outline syllabus

This is an indicative module outline only to give an indication of the sort of topics that may be covered. Actual sessions held may differ.

Why do start-ups need to raise finance?

The business of venture capital.

Inside the mind of an investor.

The world of business angels and crowdfunding.

Corporate venture funds and family offices.
Building a viable financing plan for a start-up.
Running a process to raise capital.
Negotiating with investors.
What happens after the investment?
Pitching to investors

Learning outcomes

By the end of the module, students should be able to:

- Demonstrate an understanding of the role of finance in building early stage companies / start-ups
- Demonstrate an understanding of how capital flows in and around entrepreneurial firms
- Demonstrate problem solving skills that involve using logic and reasoning

Indicative reading list

Aleman L. & Andreoli J. (2018). Entrepreneurial finance : the art and science of growing ventures. Cambridge University Press.

Da Rin M. & Hellmann T. (2020). Fundamentals of entrepreneurial finance. Oxford University Press

Gibbons G. E. Hisrich R. D. & DaSilva C. M. (2015). Entrepreneurial finance : a global perspective. Sage.

Hulme S. & Drew C. (2020). Entrepreneurial finance. Macmillan International Higher Education / Red Globe Press.

Ramsinghani M. (2021). The business of venture capital : the art of raising a fund structuring investments portfolio management and exits (Third). John Wiley & Sons.

Tenca F. Buttice Vincenzo Colombo M. G. Croce A. Guerini M. & Giudici G. (2021). Entrepreneurial finance a definitive guide. World Scientific.

Research element

Students will engage with a body of knowledge, forming critical opinion of suitability and applicability, and balancing different perspectives. Students will learn to be evidence-based, seeking rigour, reliability and repeatability in any analysis they undertake.

Interdisciplinary

The finance elements of this module would be considered as interdisciplinary

International

Examples of entrepreneurs and start-ups will be provided from different countries

Subject specific skills

Build a viable financing plan and present to investors
Run a competitive fundraising process
Structure investments
Manage and negotiate with investors and deliver a successful exit

Transferable skills

Numerical analysis

Study

Study time

Type	Required
Lectures	9 sessions of 1 hour (6%)
Other activity	18 hours (12%)
Private study	51 hours (34%)
Assessment	72 hours (48%)
Total	150 hours

Private study description

Preparation for Assignment

Other activity description

9 x 2 hr F2F workshop

Costs

No further costs have been identified for this module.

Assessment

You do not need to pass all assessment components to pass the module.

Assessment group A

Weighting Study time Eligible for self-certification

Assessment component

Individual Assignment	70%	48 hours	Yes (extension)
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Reassessment component is the same

Assessment component

10 minute group business presentation	30%		Yes (extension)
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Reassessment component

Individual Assignment			Yes (extension)
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Feedback on assessment

via my.wbs

Availability

Anti-requisite modules

If you take this module, you cannot also take:

- IB92E-15 Entrepreneurship and Business Venturing

There is currently no information about the courses for which this module is core or optional.