

# IB9YQ-15 Entrepreneurial Finance

**24/25**

**Department**

Warwick Business School

**Level**

Taught Postgraduate Level

**Module leader**

Nicos Nicolaou

**Credit value**

15

**Module duration**

3 weeks

**Assessment**

100% coursework

**Study location**

University of Warwick main campus, Coventry

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## 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

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## 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.

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## Assessment

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

### Assessment group A

	Weighting	Study time
Individual Assignment	70%	48 hours
10 minute group business presentation	30%	

## **Feedback on assessment**

via my.wbs

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## **Availability**

### **Anti-requisite modules**

If you take this module, you cannot also take:

- IB92E-15 Entrepreneurship and Business Venturing

## **Courses**

This module is Core for:

- Year 1 of TWMS-H1S6 Postgraduate Taught Innovation and Entrepreneurship (Full-time)