**ENTP 3000 – Entrepreneurship Finance & Funding**

Credits: 3 Section: \_\_\_\_ Term: \_\_\_\_\_\_\_

**Location & Meeting Time**

Classroom location:

Class Meeting Schedule:

**Contact Information**

**Instructor:**   
**Email:**   
**Phone: (**423) 439-  
**Office:**

**Instructor Availability**

Office Hours:

**Course Description & Materials**

*Prerequisites*: N/A  
Presents in-depth analysis of financials and funding requirements for the start-up, angel funding, venture capital, and private equity industry. This course includes elements of entrepreneurial finance focused on start-up ventures and the early stages of company development. It addresses key success factors such as when and how to use a milestone model to raise funds and from whom; company valuations, cap tables and term sheets and variants; RSU in employment contracts; and exit decisions.

**Required Materials**

[enter textbook, software, tool etc]

**Course Overview**

**Course Purpose and Objectives**

The purpose of this course is to equip students to start businesses to promote economic development activities in the region by offering content on a key entrepreneurship skill.  The course is a key component in beginning to establish an interdisciplinary focus on Entrepreneurship financials and funding.

Goals of this course are to

* Foster exploration of entrepreneurship and encourages the starting of one's own business.
* Prepare students to be successful in financial planning for entrepreneurship.
* Equip students to understand how to prepare and assess a financial plan for an entrepreneurial effort.

**Expected Learning Outcomes**

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| Upon completion of the course, students will:   1. Compare and contrast methods of funding for start-ups 2. Explain the financial processes and pros/cons of various methods 3. Identify key components of an acceptable financial plan for use in raising capital and in ongoing company budgeting. 4. Articulate the unique cash flows and financial milestones start-ups face and how these can be managed. 5. Present various methods start-ups can use in planning financial investments and spending. 6. Assess a start-up business plan 7. Develop and/or extract meaning from a term sheet for a start-up, explaining the significance of each item and how it relates to the business plan.   **Major Course Topics**   |  | | --- | | •      Basics of VC funding  •      Philosophy of risk management and VC funding  •      Cash flow dynamics of early stage ventures  •      Determining the amount of capital to raise and for what purposes  •      How to create a business plan for the start-up  •      Valuating early stage companies  •      Term sheet purpose and its variances for founders, employees and investors  •      Using the term sheet to allocate control and align interests  •      Hands on exercises and clauses for term sheets | |

**Course Policies**

**Attendance**

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| Attendance and participation are critical. Attendance will be taken and will factor into this grade in the following ways: having more than 2 unexcused absences on TR class (3 on MWF) will result in the lowering of your overall grade by one letter grade (ie, if you have a B with more than 3 absences, you will receive a C). An excused absence includes university sponsored activities, family emergencies and personal illness (w/ reasonable documentation). |

**Assignment and Grading**

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**Other**

**Syllabus Attachment Information**: The University’s approved Syllabus Attachment Information page provides information about important University and Academic Policies that all students should know. <https://www.etsu.edu/curriculum-innovation/syllabusattachment.php>