

Session: Semester II 2016/2017

**Instructor**

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**Module Description**

This module will provide students with a good understanding of the various aspects of funding for new or young ventures. In particular, students will gain deep understanding of the rigorous investment process and requirements of the professional investors, as well as their typical investment terms and conditions for providing funding to new or young ventures. Through the project work in this module, students will experience first-hand the difficulties and sometimes complex negotiation process with the most demanding providers of capital – the professional venture capital funds. They will be exposed to the specific requirements, investment terms and conditions that a typical venture capital fund would demand in order to mitigate its investment risks, and will also appreciate and understand how the investment terms could potentially affect an entrepreneur’s vested interest in his venture under various scenarios.

**Textbook**

**Entrepreneurial Finance**, 5<sup>th</sup> Edition  
J. Chris Leach & Ronald W. Melicher  
Cengage Learning  
ISBN-13: 978-1-285-42575-7

**Assessments Methods**

Participation	30%
Group Project	40%
Test	30%
Total	<u>100%</u>

• **Participation**

Students are expected to attend the weekly lessons and project sessions (except for certain project sessions that the instructor has allocated specifically for participation by only selected project groups). Besides weekly attendance, active and valuable participation in project work and events shall be a major consideration when awarding marks.

• **Group Project**

Students will be organized into groups to perform tasks in various project events. Full participation of every students is required, and peer appraisal towards the end of the semester will be seriously considered when awarding the final marks for each students. Although students in a project group would generally obtain the same *base score* for project work, the final project score for each student may differ depending on the level and quality of individual verbal participation during project events.

- **Test**

The test will be closed-book, and no formula sheet will be provided and no cheat sheet will be allowed. Students are allowed to bring scientific and financial calculators to the test. The test may consist of multiple-choice questions, quantitative and open-ended questions that examine the understanding and creativity of the student with respect to knowledge and concepts covered in the module.

**Academic Honesty and Plagiarism**

Academic integrity and honesty is essential for the pursuit and acquisition of knowledge. The University and School expect every student to uphold academic integrity & honesty at all times. Academic dishonesty is any misrepresentation with the intent to deceive, or failure to acknowledge the source, or falsification of information, or inaccuracy of statements, or cheating at examinations/tests, or inappropriate use of resources.

Plagiarism is 'the practice of taking someone else's work or ideas and passing them off as one's own' (The New Oxford Dictionary of English). The University and School will not condone plagiarism. Students should adopt this rule - You have the obligation to make clear to the assessor which is your own work, and which is the work of others. Otherwise, your assessor is entitled to assume that everything being presented for assessment is being presented as entirely your own work. This is a minimum standard. **In case of any doubts, you should consult your instructor.**

Additional guidance is available at:

<http://www.nus.edu.sg/registrar/adminpolicy/acceptance.html#NUSCodeofStudentConduct>

Online Module on Plagiarism:

<http://emodule.nus.edu.sg/ac/>

**Schedule**

<b>Week Starting</b>	<b>Week</b>	<b>Topic</b>	<b>Readings</b>
12Jan17	1	<b><u>Lesson 1</u></b> Introduction To Finance For Entrepreneurs Developing The Business Idea	Ch 1 Ch 2
19Jan17	2	<b><u>Lesson 2</u></b> Organizing And Financing A New Venture Preparing And Using Financial Statements Evaluating Operating And Financial Performance	Ch 3 Ch 4 Ch 5
26Jan17	3	<b><u>Lesson 3</u></b> Managing Cash Flow Projecting Financial Statements <b>Group Project – Event 1</b>	Ch 6 Ch 9
2Feb17	4	<b><u>Lesson 4</u></b> Types And Costs Of Financial Capital <b>Group Project – Event 2</b>	Ch 7
9Feb17	5	<b><u>Lesson 5</u></b> Valuing Early-Stage Ventures Venture Capital Valuation Methods	Ch 10 Ch 11
16Feb17	6	<b><u>Lesson 6</u></b> Professional Venture Capital Other Financing Alternatives	Ch 12 Ch 13
23Feb17	7	Recess week	
2Mar17	8	<b><u>Lesson 7</u></b> Security Structures And Determining Enterprise Values Harvesting The Business Venture Investment	Ch 14 Ch 15
9Mar17	9	<b>Group Project – Event 3</b>	
16Mar17	10	<b>Group Project – Event 4</b>	
23Mar17	11	<b>Group Project – Event 5A</b>	
30Mar17	12	<b>Group Project – Event 5B</b>	
6Apr17	13	<b>Group Project – Event 5C</b>	
13Apr17	14	<b>Written Test (in-class)</b>	

**Group Project Events**

Depending on the class size, students in the class will be organized into even number of groups. Half of the groups will be assigned as **Entrepreneur Groups (EGs)**, and the other half of the groups will be assigned as the **Investor Groups (IGs)**. Each EG will be paired up with another IG with the aim of achieving a funding agreement for a proposed business venture.

(a) **Event 1**

Each EG shall make a 15-minute informal presentation on its preliminary business idea (for the eventual purpose of seeking equity funding from the assigned IG). Only the preliminary business idea and business model need to be presented in this Event, and only

informal verbal presentation is required (no presentation slide is necessary). No detailed financial projection is required to be presented.

(At the end of this event, each IG will be assigned to an EG for subsequent events.)

(b) **Event 2**

Each IG shall make a 15-minute informal presentation on its preliminary assessment and recommended changes (if any) on its assigned EG's proposed business idea. Only informal verbal presentation is required (no presentation slide is necessary).

(With the help of the assigned IG, each EG shall subsequently refine its business idea and its business model. Subsequently, **WITHOUT THE INVOLVEMENT OF ITS ASSIGNED IG**, each EG shall make detailed study into the proposed business venture, and formulate a full Business Plan.)

(c) **Event 3**

Each EG shall make a 45-minute presentation on the full **Business Plan**.

(Based on the EG's Business Plan, the assigned IG shall subsequently conduct due diligence and perform independent investment analysis on the proposed venture).

(d) **Event 4**

Each IG shall make a 45-minute presentation on its **Investment Proposal** on the EG's proposed business venture as described in the Business Plan.

(Each pair of EG and IG shall subsequently hold independent discussions outside class sessions, if necessary, to make any clarifications from each party.)

(Each IG shall subsequently prepare a **Preliminary Investment Term Sheet** for discussion and negotiation with the EG during Event 5. The Preliminary Investment Term Sheet is to be given to the EG prior to Event 5).

(e) **Events 5A, 5B & 5C**

Each pair of EG and IG shall hold a 2.5 hour (available time is dependent on the total number of groups in a class) in-class negotiation on the Preliminary Investment Term Sheet with the aim of achieving agreement on the investment terms and conditions contained in the Preliminary Investment Term Sheet.

All students involved in the negotiation session are required to actively participate in the negotiation process, and each student would be assessed individually based on his/her level and quality of participation.

(Each IG shall subsequently prepare the **Final Investment Term Sheet** incorporating all the agreed terms and conditions, and the Final Investment Term Sheet is to be signed by both the IG and the EG.)

**Evaluation of Students in Group Project**

All students are expected to participate actively in the project in their respective groups, and students will generally be assessed both individually and as a group in the following areas:

- Communications skills
- Negotiation skills
- Inter-personal skills
- Teamwork
- (*Practicality and realism*)

Although students in a project group would generally obtain the same *base score* for project work, the final project score for each student may differ depending on the level and quality of individual verbal participation during project events. A consistently poor appraisal at the end of the semester could also adversely affect a student's final project score.

Absence in any of the Group Project events could also affect a student's project score for that event. Hence students may want to check that they do not have any clash of schedule with their personal, official or non-official events before signing up for this module.