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| Department: Business Administration | | Program: MBA Finance | |
| Course Name | Entrepreneurial Finance | Course Code | FIN 644 |
| Pre-requisite | Not Applicable | Credit Hours | 3 |

Brief Description

- Entrepreneurial Finance is designed primarily for students who plan to be involved with a start-up venture at some point in their career as a founder, early joiner, investor, board member, or advisor. However, the course is also very relevant for students interested in gaining a broader view of the financing landscape for start-up companies, going far beyond the basics of venture capital and angel financing. Throughout the course, we emphasize the financial opportunities and decisions of entrepreneurs and private equity investors investing in these entrepreneurs. The program is broadly structured in four parts. First, we cover the basic ideas, tools and techniques which, once mastered, will greatly facilitate work throughout the remaining modules and group project. We then go on to consider the start-up, then the on-going company in operation and finally possible exit routes.

Course Objectives

Upon completion of this course students are expected to be able to:

- Describe the entrepreneurial process and identify financing through the venture life cycle.
- Analyze and Access SME financial performance in Saudi Arabia.
- Discuss the process of establishing short- and long-term financial planning for SMEs.
- Compare and contrast the different financing techniques appropriate for SMEs and measure their respective costs.
- Discuss valuation of early-stage ventures.
- Discuss the ways that a successful entrepreneur can harvest or exit a venture.
- Examine, gather and analyze the required data to design and implement their own ventures.
- Discuss the main elements of an effective presentation on their ventures' proposals.

Course Learning Outcomes

- Distinguish between concepts, principles, and theories of Entrepreneurial Finance
- Apply the concepts, principles, and theories in different Entrepreneurial Finance situations
- Demonstrate written communication skills in Entrepreneurial Finance
- Have oral communication skills in Entrepreneurial Finance
- Have skills of using computer applications in Entrepreneurial Finance
- Have scientific research skills in the field of Entrepreneurial Finance

- Have the skills of critical thinking and analysis in the fields of Entrepreneurial Finance
- Have the skills in strategic thinking and finding solutions in Entrepreneurial Finance
- Believe, and practice sustainability in Entrepreneurial Finance
- Have the skills of leadership, teamwork, and decision making in Entrepreneurial Finance
- Have the ability to distinguish between ethical issues in Entrepreneurial Finance
- Have the competence of social responsibility in the fields of Entrepreneurial Finance
- Have the competence to deal with cultural diversity in Entrepreneurial Finance situations

Course Topics

- Course Introduction
- Measuring Financial Performance
- Evaluating Financial Performance
- Financial Planning: Short-Term and Long-Term
- Types and Costs of Financial Capital
- Valuing Early-Stage Ventures
- Venture Capital Valuation Methods
- Harvesting the Business Venture Investment
- Financially Troubled Ventures: Turnaround Opportunities?

Text Book

- Leach, C. and Melicher, R. (2017). *Entrepreneurial Finance*. 6th edition. South Western, Cengage learning.

Additional References

- Rogers, Steven. 2014. *Entrepreneurial Finance: Finance and Business Strategies for the Serious Entrepreneur*. 3rd ed. New York: McGraw-Hill Education

Online Resources

- <https://hbr.org/2007/09/the-strategic-secret-of-private-equity>
- <https://hbr.org/1998/11/how-venture-capital-works>
- <https://hbr.org/2012/01/just-how-risky-is-entrepreneur>
- <https://hbr.org/2011/01/all-hail-the-failure-sector>
- <https://link.springer.com/article/10.1007/s43546-020-00002>

Course Outline

| Week | Hours | Topics | Remarks |
|------|-------|--|---------|
| 1 | 3 | Course Introduction, The Entrepreneurial Process, Principles of Entrepreneurial Finance, Role of Entrepreneurial Finance | |
| 2 | 3 | The Venture Life cycle, Financing Through the Venture Life Cycle | |
| 3 | 3 | Measuring Financial Performance, Venture Assets, Liabilities, and Owner's Equity | |

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| Approved by Department Chair | Date of Approval |
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| Additional Information: Updated every Semester by Course Instructor | |
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| Course Instructor | |
| Department | |
| Phone No. | |
| Extension No | |
| Email | |