

Unit Title	Entrepreneurial Finance
Programme(s)/Course	BA Business Studies, BA Business Administration, Combined Honours
Level	6
Semester	1/2
Ref No:	BAF-6-ENF
Credit Value	10 CAT Points
Student Study hours	Contact hours: 26 Hours Student managed learning hours:74 Hours
Pre-requisite learning	None
Co-requisites	None
Excluded combinations	None
Unit Coordinator	Ajjay Mandal
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Parent Department	Accounting & Finance
Parent Course	BA Business Studies
Description [100 words max]	<p>This unit aims to provide course members with the knowledge and skills needed to critically analyse financial information and use it in the relentless pursuit of opportunity which is an important element of entrepreneurship.</p> <p>The Unit is discipline based and stresses application, it is concerned with deal structure and contract design between entrepreneurs and outside investors. Pedagogy and organisation of the material is centred upon financial economic principles to focus on the financial problems associated with incubating and growing new ventures.</p>
JACS Code	
Aims	<p>This unit aims to:</p> <ul style="list-style-type: none"> ○ Enable course members understand the use of financial models

	<p>and appreciate their practical relevance to business.</p> <ul style="list-style-type: none"> ○ Impart to course members an understanding of the various options available for financing businesses. ○ Empower course members to use budgeting techniques with confidence to assist them control an organisation and improve upon business decision-making. ○ Develop in course members the knowledge and skills needed to critically appraise information contained in published company reports and accounts. ○ Equip course members with the ability to use and understand relevant financial models
Learning outcomes	<p>Knowledge and Understanding:</p> <ul style="list-style-type: none"> ○ Course members who successfully complete this unit will be able to: ○ Appreciate the theoretical underpinning of financial information, including understanding financial models. ○ Identify problems, analyse them, consider alternative solutions, make choices and implement the chosen solutions. ○ Demonstrate understanding of the important role of the Venture Capital Market its relevant hypothesis. ○ Demonstrate understanding of the growth strategies through which businesses expand, both organically and externally. ○ Critically read and demonstrate understanding of published financial information. <p>Intellectual Skills:</p> <ul style="list-style-type: none"> ○ The intellectual skills acquired by course members who successfully complete this unit include: ○ Managing and developing self, including effective time management achieved through meeting tight coursework deadlines. ○ Research and information gathering skills, including the use of Internet sourced information.

	<ul style="list-style-type: none"> ○ Analytical and problem solving skills. ○ The ability to communicate in a clear and effective manner taking into account the purpose and intended audience, including report-writing skills. <p>Practical Skills:</p> <ul style="list-style-type: none"> ○ Practical skills include the ability to: ○ Assess the viability of projects through the use of capital appraisal methods and to appreciate the risks and uncertainties of such projects. ○ Interpret published financial statements and effectively and efficiently manage working capital. ○ Place a value on businesses, both quoted and unquoted and use budgeting techniques to control business costs. <p>Transferable Skills:</p> <ul style="list-style-type: none"> ○ Effective communication in writing and orally and demonstrate the ability to compile a reference list and bibliography that is accurate and in the correct format.
Employability	I would expect the coverage of this unit to be highly relevant to those seeking employment in an entrepreneurial enterprise, work in a traditional firm, or start a company of their own..
Teaching & Learning Pattern	<p>The unit extends over one semester, 3 hours per week.</p> <p>Method of Delivery:</p> <ol style="list-style-type: none"> 1. Lectures 2. Seminars, which will be interactive-, case study- and exercise based with no lecturing. These are designed to develop the analytical, communication and critical skills.
Indicative content	Outline of topics covered in this unit:

	<ul style="list-style-type: none"> • Sources of Value • Purchasing Firms ,Buyout, Valuation • Venture Capital • Angel Financing, Franchising, IPO • Long term financing decisions, Acquisitions.
Assessment method (Please give details – elements, weightings, sequence of elements, final component)	<p>There will be one coursework assessment of at least 2,000 words. An indicative coursework would be to write a critical analysis of a given case study In order to pass this unit, students must obtain a grade of 40%</p>
Indicative Reading	<p>CORE READING:</p> <p>Smith,J.K.& Smith, R.L, Entrepreneurial Finance, Wiley 2009</p> <p>OPTIONAL READING:</p> <p>Hisrich,r. & Peters, M. Entrepreneurship, Irwin 2008</p> <p>Gompers,P The Venture Capital Cycle, MIT Press Boston 2003</p>
Other Learning Resource:	<p>Journals:</p> <p>Journal of Business.</p> <p>Journal of Finance.</p> <p>Review of Economic Studies.</p> <p>Review of Financial Studies.</p> <p>Journal of Economic Theory.</p>