



Subject: Venture Capital Management – MBAXX12305

Type of course: Value Added Course (VAC)

Prerequisite:

Any graduate with the basic knowledge of fundamentals of management.

Rationale:

The course is designed for the entrepreneur who is seeking venture capital and needs insight into the structure, practices of venture financing. At the same time, students aspiring to a career in venture capital will find that the course provides insight into deal sourcing, assessment, valuation and Structure, governance and exiting.

Teaching and Examination Scheme:

Teaching Scheme			Credits C	Examination Marks					Total Marks
CI	T	P		Theory Marks		Practical Marks		CA	
			ESE	MSE	V	P	ALA		
03	00	00	03	60	30	10	00	50	150

Legends: CI-Classroom Instructions; T – Tutorial; P - Practical; C – Credit; ESE – End Semester Examination; MSE- Mid Semester Examination; V – Viva; CA - Continuous Assessment; ALA-Active Learning Activities.



Course Content:

Sr. No	Course content	Hrs.	% Weightage
1	<p>Introduction:</p> <ul style="list-style-type: none"> • Meaning and Definition • Evolution of Venture Capital in India Features of Venture Capital • Importance of Venture Capital • Objectives of Venture Capital • Stages of Venture Capital • Venture Capital investment process • Methods of Venture Capital financing • Advantages and Disadvantages of Venture Capital 	15	25
2	<p>Stages of Venture Capital Financing</p> <ul style="list-style-type: none"> • Concept of Bootstrapping • Various Sources for Debt Financing, • Key Criteria for Securing Loans, • Funding Stages 	20	25
3	<p>Funding with Equity Financing</p> <ul style="list-style-type: none"> • Classification and different characteristics of Equity Financing • Venture capital, • Angel financiers, • Private Equity, • Hedge funds, • History of Venture capital, • Hedge funds, in India. • Different models of VC, PE and hedge funds in India. 	15	25
4	<p>Understanding working procedures</p> <ul style="list-style-type: none"> • The Venture capital cycle, • Opportunity recognition, • Key parties involved, • Value of opportunity, • Negotiation on terms, • Harvest or exit investment. 	10	25



Continuous Assessment:

Sr. No	Active Learning Activities	Marks
1	Pros and Cons Faculty will provide a topic that lends itself to the idea of making lists of pros and Cons / advantages and disadvantages for some issue. Student can analyze, evaluate and submit the list on either side and upload it on GMIU Web portal	10
2	Investment Proposal Students are required to prepare a proposal to start a New Venture along with Financial aspects from Venture Capitalist and Upload it on GMIU Web Portal	10
3	Portfolio Analysis Faculty will provide a hypothetical project and students will analyze it from Investors point of view and they have to provide their suggestions and upload it on GMIU Web Portal	10
4	Case Study Faculty will provide a topic and Idea related to case study. Students will prepare the solutions on the given case / situation in a group of three and Upload it to GMIU Web portal	10
5	Networking Faculty will provide a set of Questions which students are required to filled out from the New Venture Owners and Upload it on GMIU Web Portal	10
Total		50

Suggested Specification table with Marks (Theory):60

Distribution of Theory Marks (Revised Bloom's Taxonomy)						
Level	Remembrance (R)	Understanding (U)	Application (A)	Analyze (N)	Evaluate (E)	Create (C)
Weightage	30%	30%	30%	10%	-	-

Note: This specification table shall be treated as a general guideline for students and teachers. The actual distribution of marks in the question paper may vary slightly from above table.



Course Outcome:

After learning the course, the students should be able to:	
CO1	Learn to bootstrap the business and understand equity and debt financing.
CO2	Create a long-term funding plan
CO3	Understand key financial ratios and to create your financial projections.
CO4	Acquire Skills of how to manage fund and the growth of a new venture

Instructional Method:

The course delivery method will depend upon the requirement of content and the needs of students. The teacher, in addition to conventional teaching methods by black board, may also use any tools such as demonstration, role play, Quiz, brainstorming, MOOCs etc.

From the content 10% topics are suggested for flipped mode instruction.

Students will use supplementary resources such as online videos, NPTEL/SWAYAM videos, e-courses, Virtual Laboratory

The internal evaluation will be done on the basis of Active Learning Assignment

Practical/Viva examination will be conducted at the end of semester for evaluation of performance of students in the laboratory.

Reference Books:

1. Khan, M.Y. (2010). Financial Services. New Delhi : Tata Mc Graw Hill
2. Kentaro Asai, Corporate Finance and Capital Structure-A Theoretical Introduction, Routledge, Latest edition
3. Steven Rogers, Roza E. Makonen Entrepreneurial Finance McGraw Hill 2014 / 3rd
4. J. Chris Leach, Ronald W.Melicher Entrepreneurial Finance Cengage Learning 2017 / 6th
5. Janet Kiholm Smith, Richard L. Smith, Richard T. Bliss Entrepreneurial Finance: Strategy, Valuation and Deal Structure Stanford University Press 2011
6. Prasanna Chandra Finance Management McGraw Hill 2017 / 9th
7. Vasant Desai The Dynamics of Entrepreneurial Development and Management Himalaya 2011 / 6th

