



Syllabus
Gyanmanjari Institute of Management Studies
Semester-2 (BBA)

Subject: Entrepreneurial Finance – BBA1IE12306

Type of course: Major (Core)

Prerequisite: Students must have a basic understanding of accounting and business concepts with interest in entrepreneurship and startup finance.

Rationale: The objectives of the course are to build the skills, frameworks and knowledge in entrepreneurial finance. Students will study the financing of small and medium sized businesses from the perspective of both the entrepreneur and investors. They will learn how the financing decisions of small and medium sized private companies differ from those of public firms. They will also see how the use of real options and milestones relate to the strategy and the value on an opportunity.

Teaching and Examination Scheme:

Teaching Scheme			Credits	Examination Marks		Total Marks
CI	T	P	C	SEE	CCE	
4	0	0	4	100	100	200

Legends: CI-Class Room Instructions; T – Tutorial; P - Practical; C – Credit; SEE - Semester End Evaluation; LWA - Lab Work Assessment; V – Viva voce; CCE-Continuous and Comprehensive Evaluation; ALA- Active Learning Activities.

Course Content:

Sr. No	Course Content	Hrs.	% Weightage
1	<p>Introduction to Financial Management</p> <p>Theory Topics</p> <ul style="list-style-type: none"> ● Concept of Financial Management- Nature, Objectives and Functions. ● Scope of Financial Management ● Preparation of Financial plan- Objective and Essential features ● Concept of Risk and Return ● Time value of Money 	07 T 05 P	20



	<p>Practical 1: Financial Manager Simulation Students play the role of CFO and decide whether to finance a new project using equity or debt.</p> <p>Practical 2: Prepare a Financial Plan for a Startup Idea Students create a plan including capital requirement, sources of funds, and cash flow forecasts.</p> <p>Examination Style</p>																						
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2	<p>Investment Decisions and Capital Budgeting</p> <p>Theory Topics</p> <ul style="list-style-type: none"> ● Investment Decisions: Capital Budgeting Techniques ● Factors determining Capital Structure ● Leverage Analysis ● EBIT-EPS Analysis <p>Practical 1: Decision-Making Students will select any listed company and identify Debt- Equity Ratio, Sources of Debt, Cost of Debt v/s Cost of Equity.</p> <p>Practical 2: Leverage Simulation in Excel Students will create an Excel model to compute DOL, DFL and DCL. Change sales volume and fixed cost. Observe its effect on EPS.</p> <p>Examination Style</p>	<p>05 T 07 P</p> <p>20</p>																					
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	2	ALA 4: EBIT-EPS Analysis & Indifference Point Report Students will Prepare EBIT-EPS chart, Identify indifference point, Recommend financing option and Explain risk-return tradeoff, Prepare a PDF Report of the same and Upload on GMIU Web portal.		10		
	3	Capital Budgeting Case Students will be given Initial Investment, Cash Inflows and Discount rate. They must compute NPV, ARR, PI and Payback period.	20			
		Total	20	20		
3	<p>Working Capital Management</p> <p>Theory Topics</p> <ul style="list-style-type: none"> ● Working Capital Management: Concept, Classification, Importance ● Factors determining adequate value of Working Capital ● Financing of working capital – Long- medium-short term. ● Trends in Financing of working capital by banks, Recommendation of Various committees regarding financing of working capital <p>Practical 1: Group Discussion Compare industries like steel, textiles, FMCG, IT, and identify WC requirements</p> <p>Practical 2: WC Requirement Forecasting Activity Students prepare estimates for next 6 months using sales and cost data.</p> <p>Examination Style</p>					05 T 07 P
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4	<p>Inventory Management</p> <p>Theory Topics</p> <ul style="list-style-type: none"> ● Inventory management. ● Tools and techniques of investment management. ● Determination of stock levels, VED analysis, just in time inventory. ● Cash Management and Receivable Management <p>Practical 1: Cash Budget Preparation Students will prepare a monthly cash budget of their personal spending.</p> <p>Practical 2: Stock level Computation Task Given usage, lead time, and reorder quantity data, students compute:</p> <ul style="list-style-type: none"> ✓ Reorder level ✓ Minimum level ✓ Maximum level ✓ Danger level <p>Examination Style</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Sr. No</th> <th style="width: 60%;">Evaluation Methods</th> <th style="width: 10%;">SEE</th> <th style="width: 15%;">CCE</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td>Assignment 1: Poster Making Students will make a poster on Inventory Management Techniques and upload PDF on GMIU web portal.</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td style="text-align: center;">2</td> <td>ALA 7: KWL Method (Know – Want to Know – Learned) Students will list what they know, what they want to know, and what they learned about Inventory Management to organize their understanding before and after the lesson and upload it as PDF on GMIU Web Portal</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td style="text-align: center;">3</td> <td>JIT Case-Based Question: Students will be provided a company scenario they have to explain how JIT can reduce Inventory cost, identify risk and Suggest Feasibility.</td> <td style="text-align: center;">20</td> <td></td> </tr> <tr> <td></td> <td>Total</td> <td style="text-align: center;">20</td> <td style="text-align: center;">20</td> <td></td> <td></td> </tr> </tbody> </table>	Sr. No	Evaluation Methods	SEE	CCE	1	Assignment 1: Poster Making Students will make a poster on Inventory Management Techniques and upload PDF on GMIU web portal.	10		2	ALA 7: KWL Method (Know – Want to Know – Learned) Students will list what they know, what they want to know, and what they learned about Inventory Management to organize their understanding before and after the lesson and upload it as PDF on GMIU Web Portal	10		3	JIT Case-Based Question: Students will be provided a company scenario they have to explain how JIT can reduce Inventory cost, identify risk and Suggest Feasibility.	20			Total	20	20			05 T 07 P	20
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5	<p>Dividend decisions</p> <p>Theory Topics</p> <ul style="list-style-type: none"> ● Dividend decisions: Dividend policy, Dividend Theories ● Factors affecting dividend decisions. ● Long term financing ● Sources of long-term financing. <p>Practical 1: Classification Activity</p>	05 T 07 P	25																						



<p>Students will classify long term financing into Ownership capital and Borrowed capital.</p> <p>Practical 2: Pros & Cons Activity Students list advantages & limitations for each long-term finance source for different industries.</p> <p>Examination Style:</p> <table border="1"> <thead> <tr> <th>Sr. No</th><th>Evaluation Methods</th><th>SEE</th><th>CCE</th></tr> </thead> <tbody> <tr> <td>1</td><td>Assignment 2: Dividend Policy Evaluation Report Students will choose one company and prepare Dividend history (5 years), Dividend payout return report and upload PDF on GMIU web portal.</td><td></td><td>10</td></tr> <tr> <td>2</td><td>Assignment 3: Institutional Finance Analysis: Students will prepare a comparative chart and analyze the role of IDBI, NABARD, IFCI and SIDBI and upload PDF on GMIU web portal.</td><td></td><td>10</td></tr> <tr> <td>4</td><td>Long term Financing Plan Students will be provided financial statements; they must identify eligible long-term source of finance and prepare optimal financial mix for next 3 years.</td><td>20</td><td></td></tr> <tr> <td></td><td>Total</td><td>20</td><td>20</td></tr> </tbody> </table>				Sr. No	Evaluation Methods	SEE	CCE	1	Assignment 2: Dividend Policy Evaluation Report Students will choose one company and prepare Dividend history (5 years), Dividend payout return report and upload PDF on GMIU web portal.		10	2	Assignment 3: Institutional Finance Analysis: Students will prepare a comparative chart and analyze the role of IDBI, NABARD, IFCI and SIDBI and upload PDF on GMIU web portal.		10	4	Long term Financing Plan Students will be provided financial statements; they must identify eligible long-term source of finance and prepare optimal financial mix for next 3 years.	20			Total	20	20
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Suggested Specification table:

Distribution of Marks (Revised Bloom's Taxonomy)						
Level	Remembrance (R)	Understanding (U)	Application (A)	Analyze (N)	Evaluate (E)	Create (C)
Weightage %	10%	20%	10%	30%	20%	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	Understand core financial management concepts, including risk–return and time value of money, for sound financial decisions.
CO2	Analyze basic investment and financing decisions using capital budgeting techniques.
CO3	Evaluate working capital concepts, influencing factors, and financing methods used by businesses and banks.
CO4	Create efficient approaches for managing inventory, cash, and receivables using essential financial tools.
CO 5	Apply principles of dividend decisions and long-term financing sources in corporate finance.

Instructional Method:

The course delivery method will depend upon the requirement of content and 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 the 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] Chandra, P., Financial Management, McGraw Hill
- [2] Leach, C.J. and Melicher, R.W.: Entrepreneurial Finance, Thomson.
- [3] Stanton, J.M., Entrepreneurial Finance – For New and Emerging Businesses, Thomson
- [4] Smith, J.K., Smith, R.L. and Bliss, R.T., Entrepreneurial Finance, Stanford University Press
- [5] Smith, J.K. and Smith, R.L., Entrepreneurial Finance, Wiley
- [6] Rogers, S., Entrepreneurial Finance, McGraw Hill



Suggested Assessment Guidelines:

SEE	Topic	Criteria	Marks	Description
1	Quiz	Summary & understanding	10	Summarizes logically, showing clear understanding of the question/topic with correct explanation.
		Real Example Application	10	Provides relevant, practical real-life examples supporting their answer effectively.
2	Capital Budgeting Case	Calculation	10	Steps for Implementation
		Accept and Reject decision	10	Provides feasible, relevant, and practical solutions with clear justification.
3	Working Capital Calculation	Working capital requirement calculation	10	Calculation based on formula and in given time.
		Interpretation & Presentation	10	Explains feasibility, application, and impact clearly with confident and structured presentation.
4	JIT Case based Question	Identify Risk and Benefits	10	Accurately identifies the risk and its benefits for cost minimization.
		Feasibility Report	10	Give feasibility on application of results.
5	Long Term Financing plan	Identification	10	Optimal Finance mix structure to be prepared
		Presentation	10	Gives a presentation based on the structure and provides justification for Selection.

