

Faculty Senate Course Form

Effective Date: **Fall 2025**

Submission Date: 09/3/2024

Department: Kelce Undergraduate Sch of Busine

College of: **Business**

Contact Person: Lynn Murray

Prefix: **ENTR**

Create New, Revise, Inactivate, or Reactivate: **New**

Course #: **310**

Course Form:

- Used to create new course numbers or new prefixes.
- Used to change Name, Grading, Hours, Description, Reactivate
- Used to inactivate a course from the current catalog. Courses are never deleted. They are made inactive and can be legislated to become active again.

1. Purpose/Justification for the Changes:

Entrepreneurship is vital to the health of the national, regional, and local economies. One critical hurdle faced by entrepreneurs is the financial health of the enterprise. This course will provide an overview of the financial concepts, tools and principles utilized by the entrepreneur to initiate, build, and develop a successful entrepreneurial venture.

2. Is this related to, and/or affect, any other department/college/unit curricula or programs at Pittsburg State University? *If "Yes", please provide an explanation. Provide documentation of any discussions (e.g. copies of emails, memos, etc.) that have occurred.*

Yes No

3. Is this course to be considered for General Education?

If "yes" this requirement will need approval of the General Education Committee after the revisions have been approved by Faculty Senate. The General Education Course Approval form will also need to be submitted.

Yes No

4. Will this course be required of any education majors?

If "yes," this requirement will need approval of the Council for Teacher Education before upload to "College Curriculum Legislation" in SharePoint.

Yes No

5. Will additional resources or costs be required?

Yes No

If so, what will be needed?

6. Will any additional course fees be required (e.g. equipment, clothing, travel, licensing, etc.)?
 If "yes," complete the Course Fee Form on the Faculty Senate website, it will need to gain approval of the President's Council.

Yes No

7. Objectives/Student Learning Outcomes for NEW courses only, as it will appear in the syllabus:
Attach with upload.

8. Assessment Strategies (e.g. exams, projects, university rubric, etc.), as it will appear in the syllabus:
Attach with upload.

Course Numbers cannot be changed, only created.

	Existing	New/Proposed
Title:		Entrepreneurial Finance
Course Number:		310
Credits:		3
Grading System:	Select One	A-F, IN
Pre/Co-Requisite(s):		ENTR 201 Foundations of Entrepreneurship
Course Description:		Provides an overview of the financial concepts, tools and principles utilized by the entrepreneur to initiate, build, and develop a successful entrepreneurial venture. This course distinguishes entrepreneurial finance from corporate finance in terms of the sources of financing available to initiate and develop the venture. Additional topics include, but are not limited to, proforma financial statement development; business valuation models; cash flow analysis; monitoring of key metrics; the use of incubators or accelerators; provisioning for taxes, and raising capital from private investors, venture capitalists, crowd funding, and banks. Prerequisite: ENTR 201 Foundations of Entrepreneurship.

Authorization Sign-Off

Checklist

- Required fields completed.
- Syllabus attached for new courses
- Assignment Strategies Attached

-Approved: Department Chair/Director

Date: 9/8/24

Signature, Chair/Director: _____

Alexander D. Binden

-Approved: College Curriculum Committee

Date: 12/16/24

Signature, Committee Chair: _____

Jennifer Purcell

-Approved: Dean of College

Date: 12/16/24

Signature, Dean: _____

Paul W. Gair

-Approved: Council for Teacher Education (if applicable)

Date: _____

Signature, Council Chair: _____

-Approved: University Undergraduate Curriculum Committee

Date: _____

Signature, Committee Chair: _____

-Approved: Faculty Senate

Date: _____

Signature, Recorder Faculty Senate: _____

Originating Department(s): After completing this form, please upload it to the SharePoint, within the appropriate College folder, "Preliminary Legislation", to allow for review and questions. Any modifications should be saved as "original file name.v2.docx" and uploaded as well.

Following final College Curriculum Committee approval, please apply the appropriate signatures, and send them to your College Administrator.



KELCE
COLLEGE OF BUSINESS
Pittsburg State University

ENTR 310 Entrepreneurial Finance

[Term]

[Times]

Instructor: [Name and Rank]
Office: [Kelce Room #]
Hours: [Times and Days – must be accessible]
Phone: [Office # and others if appropriate]
E-mail: [Official Pitt State address]

Textbook

Entrepreneurial Finance, 7th Edition, Phillips, J. Chris Leach, Ronald W. Melicher, Cengage Learning. You have the option of choosing a hard copy textbook or the e-book and will need to add Cengage MindTap.



Catalog Course Description

Provides an overview of the financial concepts, tools and principles utilized by the entrepreneur to initiate, build, and develop a successful entrepreneurial venture. This course distinguishes entrepreneurial finance from corporate finance in terms of the sources of financing available to initiate and develop the venture. Additional topics include, but are not limited to, proforma financial statement development; business valuation models; cash flow analysis; monitoring of key metrics; the use of incubators or accelerators; provisioning for taxes, and various methods of securing capital.

Prerequisites

ENTR 201 Foundations of Entrepreneurship

Course Objectives / Learning Outcomes

Students will be able to:

1. Describe the typical life cycle that a successful venture goes through.
2. Identify the various avenues of fund raising for a new, young, or private venture.
3. Formulate or evaluate a business plan as an entrepreneur or an investor.
4. Explain the requirements, investment terms and conditions of a typical professional venture capital fund.
5. Illustrate how private ventures may be valued by the professional venture capital funds.
6. Calculate the shareholding of various shareholders after different rounds of funding received by a venture.
7. Negotiate the investment terms with the entrepreneur or with the professional venture capital fund.
8. Employ different risk-mitigating investment terms to formulate an Investment Terms Sheet for the purpose of discussion and negotiation (between the entrepreneur and the professional venture capital fund).
9. Demonstrate the importance of group work as co-founders of young ventures, and as members of the investment team in a professional venture capital firm.

Course Content:

- Introduction To Finance For Entrepreneurs
- Developing The Business Idea

- Organizing And Financing A New Venture
- Preparing And Using Financial Statements
- Evaluating Operating And Financial Performance
- Managing Cash Flow
- Projecting Financial Statements
- Types And Costs Of Financial Capital
- Valuing Early-Stage Venture
- Venture Capital Valuation Methods
- Professional Venture Capital
- Other Financing Alternatives
- Security Structures And Determining Enterprise Values
- Harvesting The Business Venture Investment

Academic Integrity

All Pitt State students are bound by the academic integrity policies of the university as described and outlined in the current Syllabus Supplement. Please familiarize yourself with these rules and guidelines. In addition, as a course offered through the Kelce College of Business, students in this class are obligated to adhere to the college's Student Code of Ethics as outlined below.

Students pledge to:

- Arrive on time, remain until dismissed at all class sessions, and notify instructors in advance of anticipated absences, late arrivals, or early departures whenever possible.
- Turn off cell phones or other electronic devices while in class, unless permission to use them has been granted.
- Refrain from class disturbances.
- Refrain from use of profane or vulgar language in a threatening or disruptive manner.
- Treat fellow students, staff, faculty, administrators, and property with respect.
- Refrain from giving or receiving inappropriate assistance.
- Prepare assignment and exams honestly, refraining from such unacceptable conduct as plagiarism or unacknowledged appropriation of another's work in any academic work.
- Obey the policies, regulations, and laws of the United States of America, the State of Kansas, The Kansas Board of Regents, Pittsburg State University, and the Gladys A. Kelce College of Business.
- If a student observes someone committing dishonesty in connection with academic work, the student is encouraged to report that dishonesty to the appropriate individual (ex, faculty member, or administrator).

In summary: **DO YOUR OWN WORK!**

Using solution manuals that are found online is inappropriate assistance. If you identify a solutions manual online, the right thing to do is to let your professor know that it is available online. Solution manuals are copyrighted and unfortunately, have been illegally made accessible through online cheating forums.

If you are assigned questions, the professor does not want to know whether you can search for the question bank on the internet, rather they are wanting you to find it in the course material to help you understand the subject. Ethics is commonly defined as doing the right thing even when no one is watching. My hope is that all of you will always do the right thing.

Students with Disabilities

Please inform the instructor if you have a learning or physical disability that interferes with course requirements. Assistance and/or appropriate accommodations may be available through the contacts listed on the current Syllabus Supplement.

Course Evaluation Methods

You earn your own grade in this course.

<u>Assignment Group</u>	<u>Percentage of grade</u>
Class Participation	10%
Individual Presentation	10%
Individual and Group Assignments	30%
Final Exam (Covers All Course Materials)	50%
Total	100%

Guaranteed grade cutoffs: 90% - A; 80% - B; 70% - C; 60% - D; Below 60% - F.

Grades: You will be able to track your grades in Canvas. I anticipate grading your work within one week of the assignment due date. I also participate in the Navigate progress reporting system and will report midterm grades as well.

Class Participation

Points will be rewarded based on oral communication skills. Through class participation, you will have a lot of opportunities to think critically about the issues in the seminars, to listen carefully to other students' input and to practice oral and presentation skills

Individual Presentation

Points will be rewarded based on oral communication skills. The assignments require you to generate, analyze and deliver various solutions in a guided manner.

Individual and Group Assignments

Points will be awarded based on performance, teamwork, and interpersonal skills. Group work provides opportunities for you to improve your ability to work with others, to jointly resolve academic and potential group dynamic problems.

Final Exam

Exam may consist of problems, multiple choice, true/false, matching, and short answer. The instructor should be informed ***in advance*** if a student must be absent on the day of an exam and arrangements must be made to take the exam ***in advance***. In the event of an emergency preventing a student from taking an exam, the instructor is to be informed as soon as possible and will determine if a makeup exam will be allowed, based on the circumstances. Exams will be worth 50% of your total grade and will be administered during the university scheduled final exam time.

Note

The instructor reserves the right to amend and to reorganize this syllabus at any time. **You will be notified if this occurs.**

Please see PSU's Syllabus Supplement for this semester, available through the Registrar's Office at <http://www.pittstate.edu/registrar/syllabus-supplement.html>.

Tentative Course Schedule

Date of Class	Topic	Learning Objectives	Readings
Week 1	Lecture 1	1. Introduction to entrepreneurship and Entrepreneurial Finance 2. Develop business ideas 3. Analyze business feasibility	Chapter 1,2
Week 2	Lecture 2	1. Organize a new venture 2. Protect IP 3. Create the product 4. Financing alternatives at the Start-up stage	Chapter 3
Week 3	Lecture 3	1. Prepare and use financial statements 2. Determine Survival Revenue	Chapter 4
Week 4	Lecture 4	1. Monitor financial performance 2. Manage Cash Flows	Chapter 5,6
Week 5	Lecture 5	1.Types and costs of financing 2.Project financial statements 3. Estimate (AFN) Additional Funds Needed	Chapter 7,9
Week 6	Lecture 6	Value early-stage ventures	Chapter 10,11
Week 7	Lecture 7	E-learning on managing finances of a start up at different stages of the life cycle	
Week 8	Lecture 8	1. Professional VC 2. Alternative financing 3. VC Valuation method	Chapter 11, 12
Week 9	Lecture 9	1. Value more mature ventures 2. Harvest successful ventures 3. Exit strategy	Chapter 13, 14, 15
Week 10	Lecture 10	E-learning on pitching the start-up for VC financing, negotiating the deal, and agree on the term sheet.	
Week 11	Entrepreneur Presentation	Project Event 1 Business Plan Presentation for all teams	Presentation and Design book
Week 12	VC Presentation	Project Event 2 Investment Analysis Presentation for all teams	Presentation and Design book
Week 13	Deal Review	Project Event 3 Deal agreement Presentation for all teams Final course review	
FINAL EXAM			Cover ALL course materials

ENTR 310 Entrepreneurial Course Objectives / Learning Outcomes

Upon completion of this course, students will be able to:

1. Describe the typical life cycle that a successful venture goes through.
2. Identify the various avenues of fund raising for a new, young, or private venture.
3. Formulate or evaluate a business plan as an entrepreneur or an investor.
4. Explain the requirements, investment terms and conditions of a typical professional venture capital fund.
5. Illustrate how private ventures may be valued by the professional venture capital funds.
6. Calculate the shareholding of various shareholders after different rounds of funding received by a venture.
7. Negotiate the investment terms with the entrepreneur or with the professional venture capital fund.
8. Employ different risk-mitigating investment terms to formulate an Investment Terms Sheet for the purpose of discussion and negotiation (between the entrepreneur and the professional venture capital fund).
9. Demonstrate the importance of group work as co-founders of young ventures, and as members of the investment team in a professional venture capital firm.

Course Evaluation Methods

You earn your own grade in this course.

<u>Assignment Group</u>	<u>Percentage of grade</u>
Class Participation	10%
Individual Presentation	10%
Individual and Group Assignments	30%
Final Exam (Covers All Course Materials)	<u>50%</u>
Total	100%

Guaranteed grade cutoffs: 90% - A; 80% - B; 70% - C; 60% - D; Below 60% - F.