

Name of the Programme: Master of Commerce [M.Com]
Course Code : COM-502
Title of the Course : Entrepreneurship and Venture Capital Financing
Number of Credits : 4
Effective from AY : 2022 – 2023

Prerequisites for the course:	NIL	
Objective:	<p>This paper provides students with a basic information w.r.t (1) To identify the origin, development, and growth of entrepreneurship, what makes India different, the role and importance of creativity, growth agents, and the vicious circle of poverty, and (2) To analyze the evolution of venture capital financing over the years, identify various legal structure of venture capital firms, and basics about the regulatory environment, (3) To evaluate potential business ideas, preparing a successful business plan, and various methods used for business valuation, and (4) To assess different stages of life cycles and how venture capitalists carry out financing, venture capital scenario including the exit strategy.</p>	
Content:	Unit 1 Introduction to Entrepreneurship Economic and Business status of India and the world [ancient – classical – neo-classical – modern] – What makes India different – Origin, development, growth and present status of entrepreneurship – Role of Growth Agents – Entrepreneur, entrepreneurship and enterprise – Role of Creativity – Vicious Cycle of Poverty – Imitation, Innovation, Invention and its role in socio-economic transformation – Bridging the gap between science and market place – Entrepreneurial Climate in India.	15 Hours
	Unit 2 Introduction to Venture Capital and Legal Structure Economic and Business Scenario in modern times – Pre and Post 2008 Financial Crisis and Pre and Post 2019 Pandemic Scenario. Origin, development, growth, and present status of Venture Capital – Dynamics of Venture Capital – Economic Impact of Venture Capital – Financial and Non-financial Support – Business Life Cycle and Venture Capital Life Cycle – Role played by Venture Capitalists – Deal Making Process and Corporate Governance – Role of Venture Capital Associations. The Fund Structuring and Operations – Basics [BIPA, LRS, APIAC, DTAA, GAAR] – Venture Capital Fund structures in India – What to start – Where to start.	15 Hours
	Unit 3 Business Valuation Approaches Why Business Plan – How it is prepared – Do's and Don'ts of Business Plan – How the Business Plans are evaluated. Basics of Business Valuation – How start-up valuation works – Why valuation matters – How to determine valuation – Business Valuation Approaches [The Berkus Method, The Risk Factor Summation Method, The Scorecard Valuation Method, The Comparable Transactions Method, The Book Value Method, The Discounted Cash Flow Method, The First Chicago Method, The	15 Hours

	<p>Venture Capital Method].</p> <p>Unit 4</p> <p>Business Life cycles and various Strategies available</p> <p>Significance of Business Life Cycle of Venture Capital [Who they are, What they do, How they do it, What Influences] – Early and Later stage strategies.</p> <p>Venture Capital Scenario [Global and Regional] – Recent trends and outlooks – Significance of Country Attractiveness Index.</p> <p>Venture Capital Scenario [India] – Impact of Pandemic on Indian Economy and Business – Significance of Infrastructure as a Service (IaaS), Platform as a Service (PaaS), & Software as a Service (SaaS) – Significance of Start-ups – Emergence of Unicorns in India – Special governmental initiatives aimed at the socio-economic transformation.</p> <p>Endgame – What does it mean – When it is decided – How it is done – Various exit Strategies.</p>	15 Hours
Pedagogy:	Lectures, Case Studies, and Self-study (based on research papers on venture capital financing and watching educational videos on negotiation processes).	
References/ Readings	<ol style="list-style-type: none"> 1. Andrew Metrick & Ayako Yasuda, <i>Venture Capital & the Finance for Innovation</i>, Wiley. 3rd Edition, 2018. 2. Douglas J. Cumming & Sofia A. John, <i>Venture Capital, and Private Equity Contracting: An International Perspective</i>, Elsevier. 2nd Edition, 2018. 3. Howard Fredrick, Allan O'Conner, & Donald F. Kuratko, <i>Entrepreneurship</i>, Cengage Learning. 5th Edition, 2015. 4. Robert D Hisrich, Michael P Peters & Dean A Shepherd, <i>Entrepreneurship</i>, McGraw Hill Education. 10th Edition, 2018. 5. Suna Lowe Nielsen, Kim Klyver, Majbritt Rostgaard Evald, & Torben Bager, <i>Entrepreneurship in Theory and Practice: Paradoxes in play</i>. Edward Elger. 2nd Edition, 2018. 6. Vasant Desai, <i>Dynamics of Entrepreneurship Development</i>, Himalaya Publishing House. 6th Edition, 2019. <p>Online Resources</p> <ol style="list-style-type: none"> 1. https://ivca.in/ / https://nvca.org/ / https://en.wikipedia.org/wiki/Venture_capital 2. https://www.youtube.com/channel/UCmdl-Y9DGqIUzVXGZ-o1pOQ 3. https://libguides.stanford.edu/venture-capital-and-private-equity 4. https://medium.com/venture-evolved/resources-for-those-interested-in-venture-capital-and-private-equity-3964d0734273 5. https://www.rug.nl/ggdc/historicaldevelopment/maddison/?lang=en 6. https://www.youtube.com/watch?v=Tid0n-PdCiE 7. https://www.youtube.com/c/SharkTankAustralia 8. https://www.youtube.com/channel/UCREgA- 	

	<p>BmOocJ9Is_bZV6aJQ</p> <p>9. https://www.youtube.com/channel/UCDAzmE9V4Xw5CdLkn3pvO3A</p>	
Course Outcomes	<p>Upon completion of the course, the students will be able to:</p> <p>CO1: Identify their role in transforming the economy to a higher level.</p> <p>CO2: Understand how to identify business ideas, and prepare a successful business plan.</p> <p>CO3: Make calculated decisions by while evaluating business plans.</p> <p>CO4: Apply strategic planning during different stages of the business life cycle.</p>	