

Course Code	Course Title	L	T	P	C
BAMGT218	Entrepreneurial Finance	3	0	0	3
Pre-requisite	NIL	Syllabus Version			
		1			
Course Objectives					
Introduce students to the principles, processes, and challenges of entrepreneurial finance across different stages of a venture’s lifecycle. Equip learners with the ability to prepare financial statements, forecasts, and valuation models to support venture growth and investor engagement. Enable students to design effective fundraising strategies, comply with legal and regulatory framework					
Course Outcomes					
Explain the concepts, scope, and significance of entrepreneurial finance and differentiate it from traditional corporate finance. Analyze financial statements, breakeven points, and performance indicators to evaluate the financial health and sustainability of startups. Compare funding alternatives”including bootstrapping, angel investing, venture capital, and crowdfunding”based on venture needs and growth stages Apply valuation techniques and financial planning models to determine startup worth and structure growth-stage financing decisions. Critique financial, legal, and strategic perspectives to develop and present comprehensive business plans and investor pitch decks.					
Module:1	Introduction	7 hours			
Entrepreneurship-fundamentals - traits - opportunities -sources of opportunities. Corporate finance vs Entrepreneurial finance- principles of entrepreneurial finance. Entrepreneurial ecosystems: accelerators, incubators, angel networks, VCs. Venture life cycle -stages- seed, start-up, growth, expansion and exit. Financing through the venture life cycle. Surviving the “œDeath Valley Curve”œ . Risk-return dynamics in new ventures. Business plans and pitching.					
Module:2	Financing the New Venture	7 hours			
Bootstrapping strategies and founder financing - Friends, family & fools (FFF) funding. Angel investors: motivations, deal structures. Venture capital financing process: term					

sheets, valuation, staged financing. Crowdfunding and alternative finance platforms. Government schemes, grants, and development finance.		
Module:3	Financial Performance	12 hours
Understanding of financial statements and its components - balance sheet, assets, liabilities and equity. Profit and loss statement - sales, expenses and profits. Statement of cash flows. Operating break even analysis and survival break even analysis. Breakeven drivers. Financial ratios- cash burn out rate - liquidity, leverage, and profitability and efficiency ratios. Short and long term financial planning. Cost of capital.		
Module:4	Valuation and Growth Stage Financing	10 hours
Valuing early-stage ventures-mechanics of valuation-accounting vs equity valuation cash flow. Venture capital valuation methods - earning multiplier and dividend discounting. Multiple round financing - approaches. Growth stage financing - investment cycle-financing alternatives-capital structure and instruments. Exit and turn around strategies.		
Module:5	Legal and Regulatory Aspects	7 hours
Company types and registration -Startup India and DPIIT Recognition tax holiday. PAN, TAN & GST registrations. DSC and DIN. Shops and Establishment Act. Labour laws and Provident fund compliance. Patent, trademark and copyrights. Regulatory filings. SEBI Venture capital investor regulations. Issues and challenges related to foreign capital-FDI and RBI guidelines. IPO and listing in stock exchanges.		
Module:6	Contemporary Topics	2 hours
External Invited Lecture on Contemporary Topics.		
Total Lecture Hours:		45 hours
Text Book(s)		
J Chris Leach and Roland W. Melicher, " Entrepreneurial Finance ", Cengage India, 7 th Edition, 2023 Marco Da Rin and Thomas Hellmann, " Fundamentals of Entrepreneurial Finance ", Oxford University Press, 1 st Edition, 2020		
Reference Books		
Simon Hulme, Chris Drew and Mauricio Pettinato Lucio, " Entrepreneurial Finance ", Bloomsbury, 2 nd Edition, 2025 Luisa Alemany & Job J. Andreoli, " Entrepreneurial Finance: The Art and Science of Growing Ventures ", Cambridge, 1 st Edition, 2018		

Denise Lee, " Entrepreneurial Finance ", SAGE Publications, 1 st Edition, 2025	
Mode of Evaluation: Continuous Assessment Test, Quiz, Final Assessment Test, Seminar, Presentation, Case Study	
Recommended by Board of Studies :	26-09-2025
Approved by Academic Council : No. 80	20-11-2025