

**TUTORIAL COURSE FORM**

**2024-2025 ACADEMIC YEAR**

<b>Name of the tutorial course (incoming Erasmus/exchange students)</b>	<b>Entrepreneurial Finance</b>
<b>Name of the professor</b>	Sorin Gabriel ANTON
<b>Email of the professor</b>	sorin.anton@uaic.ro
<b>Office of the professor Consultation days/hours</b>	Monday, 13.00-14.00
<b>Semester(s) in which the tutorial course is available</b>	2 <sup>nd</sup> Semester
<b>No. of ECTS credits</b>	6
<b>Level of study (bachelor/master/PhD)</b>	bachelor
<b>Short description/Contents</b>	<p>The main objective of this course is to provide an understanding of the tools and concepts involved in financial decision-making in various phases of a firm's life cycles. The course will integrate the challenges facing entrepreneurs and investors involved in business start-ups, venture capital, and private equity investment activities.</p> <p><b>Content:</b></p> <ol style="list-style-type: none"> <li>1. Introduction to the Field of Entrepreneurial Finance</li> <li>2. Organizing and Financing A New Venture</li> <li>3. Financial Planning: Short-Term and Long-Term</li> <li>4. Types and Costs of Financial Capital</li> <li>5. Valuing Early-Stage Ventures</li> <li>6. Venture Capital Valuation Methods</li> <li>7. Professional Venture Capital</li> <li>8. Other Financing Alternatives</li> <li>9. Harvesting the Business Venture Investment</li> </ol>
<b>Assessment/Evaluation/Frequency of meetings</b>	<p><b>Assessment:</b></p> <p>The students will elaborate on an individual project (100% of the final grade). This individual project aims to provide students with the opportunity to apply the theoretical knowledge gained in the Entrepreneurial Finance course to a real-world situation. Students will analyze a real financing case for a</p>

	<p>startup, evaluating the available financing options and recommending the best strategy.</p> <p>Frequency of the meetings: once every three weeks.</p>
<p><b>Bibliography</b></p>	<ol style="list-style-type: none"> <li>1. Adelman P.J., Marks A.M., <i>Entrepreneurial Finance</i>, 5th edition, Prentice Hall, Upper Saddle River, New Jersey, 2009.</li> <li>2. Caselli S., <i>Private Equity and Venture Capital in Europe: Markets, Techniques and Deals</i>, Elsevier, Burlington, 2010.</li> <li>3. Cendrowski H., Martin J., Petro L., Wadecki A., <i>Private Equity: History, Governance and Operations</i>, John Wiley &amp; Sons, Hoboken, New Jersey, 2008.</li> <li>4. Cumming D.J. (ed.), <i>Venture Capital: Investment Strategies, Structures and Policies</i>, John Wiley &amp; Sons, Hoboken, New Jersey, 2010.</li> <li>5. Cumming D.J. (ed.), <i>Private Equity: Fund Types, Risks and Returns and Regulation</i>, John Wiley &amp; Sons, Hoboken, New Jersey, 2010.</li> <li>6. Leach C., Melicher R., <i>Entrepreneurial Finance</i>, 4th edition, South Western, Cengage Learning, 2012.</li> <li>7. Lerner J., Hardymon F., Leamon A., <i>Venture Capital and Private Equity</i>, 3rd ed., John Wiley and Sons, New Jersey, 2005.</li> <li>8. Metrick A., <i>Venture Capital and the Finance of Innovation</i>, John Wiley &amp; Sons, New York, 2007.</li> <li>9. Rogers S., <i>Entrepreneurial Finance: Finance and Business Strategies for the Serious Entrepreneur</i>, McGraw-Hill Professional, New York, 2009.</li> </ol>
<p><b>Observations</b></p>	