



THE CYPRUS INTERNATIONAL INSTITUTE OF MANAGEMENT
COURSE UNIT DESCRIPTION

Course Unit Title	Financing of New Ventures	
Course Unit Code	FB585	
Type of Unit	Elective	
Level of Course Unit	Second cycle	
Year of Study	First / second year	
Semester	On demand	
Number of ECTS Credits	3.0 ECTS	
Course Unit Objectives	The objective of this course is to help students understand the framework for financing of new ventures (both analytically and conceptually). The course focuses more on the perspective of the entrepreneur, in order to understand the various steps that are needed to accomplish the financing of the venture.	
Learning Outcomes	The students completing the course should be able to	
	CILO 1	Describe the various stages of venture financing - seed financing, start-up financing, first round and later stage financing
	CILO 2	Describe the sources of capital, the evaluation of performance of the new venture, as well as the options to exit or expand the investment
	CILO 3	Describe the valuation methods needed for venture capital financing
Name of Lecturer(s)	Mr. Alkis Loizides	
Mode of delivery	Face to Face	
Prerequisites or co-requisites	Corporate Finance	
Course Content	1. Introduction – the nature of entrepreneurial finance, the venture lifecycle, forms of business organization.	CILO
	2. Review financial statements, financial planning and budgeting, performance evaluation.	CILO
	3. Valuation – Determining what the venture is worth.	CILO
	4. Venture Capital Valuation Methods.	CILO
	5. Structuring financing, characteristics of entrepreneurial capital.	CILO
	6. Professional Venture Capital Financing.	CILO
	7. Alternative Financing Methods.	CILO
Recommended or required reading	Lecture notes will be available on Moodle, prior to the session. Textbook: Philip J. Adelman, Alan M. Marks (2013). <i>Entrepreneurial Finance</i> , (6 th ed.). Pearson	
Planned learning activities and teaching methods	Lectures, in-class assignments, in-class debates and discussion, teaching experiments, videos, interactive use of Moodle	
Assessment methods and criteria	10% Participation 90% Final assignment	
Language of Instruction	English	
Work Placement(s)	Not applicable	