

ENTR 6090 Venture Capital Management

Executive Summary

Course: ENTR 6090 Venture Capital Management

Credits: 2 credits

Prerequisites: MBA Student

Description

The course is designed to give students an overview of the venture capital industry and a detailed understanding of the workings of a venture capital firm. Lecture topics will include venture investment strategies and criteria, structuring a venture capital firm and raising capital, developing deal flow, evaluating investment opportunities, negotiating initial and follow-on investments, working with portfolio companies, serving on a board of directors, dealing with problem investments, portfolio management, and exit strategies. Lectures, case studies and guest speakers will be used to illustrate lecture topics. The course will emphasize early stage venture capital investing (i.e. seed, start-up and first stage investing) although all stages of investing will be discussed.

Objectives

To develop students' understanding of the structure, workings, and tasks undertaken by venture capital firms as well as the role and success rates of venture capital in comparison to other forms of early stage funding. The emphasis will be on the managerial aspects (i.e., decision making and organization management) rather than the financial aspects of venture capital. At the same time, some emphasis will be given to the valuations and economics underlying the managerial decisions.

Learning Outcomes

After this course the student will be able to understand and work with venture capital firms from perspectives of both a venture capitalist and from that of the ventures or entrepreneurs who will get or have received venture capital financing.