

# BUSM 7072 NEW VENTURE FINANCE

**Credit Points** 10

**Legacy Code** 200849

**Coordinator** Kamel Taoum ([https://directory.westernsydney.edu.au/search/name/Kamel Taoum/](https://directory.westernsydney.edu.au/search/name/Kamel%20Taoum/))

**Description** New Venture Finance introduces students to essential theories, frameworks, principles and requirements for understanding and seeking funding for new ventures, with a focus on investor philosophy. A dynamic approach to seeking initial and subsequent funding for developing innovations and entrepreneurship is emphasised in this unit, recognizing that most new ventures are not fully funded as they launch. The unit also explores approaches related to new ventures at the stage at which they are maturing into defined businesses. Students will be introduced to commercialisation and strategies for the development of business plans designed to seek funding and support.

**School** Business

**Discipline** Business And Management

**Student Contribution Band** HECS Band 4 10cp

**Level** Postgraduate Coursework Level 7 subject

## Restrictions

Students must be enrolled in a postgraduate Business program or be enrolled in the Master of Information and Communications Technology (Advanced), Master of Information and Communications Technology or Master of Research.

## Learning Outcomes

On successful completion of this subject, students should be able to:

1. Apply the principles, frameworks, concepts and terms used by the venture capital industry relevant to launching and sustaining a new venture;
2. Identify resources and skills necessary to successfully grow a new venture using an entrepreneurial perspective;
3. Describe the stages of development of a new venture and possible entry, harvest and possible exit strategies;
4. Develop and present a new venture business plan to venture capitalists, investors or funding authorities.

## Subject Content

1. Financial Preparation For Entrepreneurial Ventures
2. Sources of Funding and Financial Capital For New Ventures
3. The Venture Capitalist/Investor Perspective
  - valuation methods
  - deal Structures
  - Entries, Harvest and Exit strategies
  - venture capital resources, Incubators, Technology Parks, support systems
  - initial and Subsequent investment Rounds
4. Government and Semi-Government (Local, Regional, National) policy support and funding For New Ventures
5. Presenting New Venture Funding Plans and Requests to Investors and Funding Authorities
6. New and Emerging Web-Based Forms of Capital Raising

## Assessment

The following table summarises the standard assessment tasks for this subject. Please note this is a guide only. Assessment tasks are regularly updated, where there is a difference your Learning Guide takes precedence.

Item	Length	Percent	Threshold	Individual/Group Task
Multiple Choice	60 minutes	20	N	Individual
Report	2,000 word report; 10 minute presentation	30	N	Group
Final Exam	2 hours	50	N	Individual

### Prescribed Texts

- Metrick , Andrew , Ayako Yasuda (2010), Venture Capital and the Finance of Innovation: Second Edition, Wiley

### Teaching Periods

## Quarter 1

### Parramatta City - Macquarie St

#### Evening

**Subject Contact** Kelly Liu ([https://directory.westernsydney.edu.au/search/name/Kelly Liu/](https://directory.westernsydney.edu.au/search/name/Kelly%20Liu/))

View timetable ([https://classregistration.westernsydney.edu.au/even/timetable/?subject\\_code=BUSM7072\\_22-Q1\\_PC\\_E#subjects](https://classregistration.westernsydney.edu.au/even/timetable/?subject_code=BUSM7072_22-Q1_PC_E#subjects))

## Quarter 3

### Parramatta City - Macquarie St

#### Evening

**Subject Contact** Kamel Taoum ([https://directory.westernsydney.edu.au/search/name/Kamel Taoum/](https://directory.westernsydney.edu.au/search/name/Kamel%20Taoum/))

View timetable ([https://classregistration.westernsydney.edu.au/even/timetable/?subject\\_code=BUSM7072\\_22-Q3\\_PC\\_E#subjects](https://classregistration.westernsydney.edu.au/even/timetable/?subject_code=BUSM7072_22-Q3_PC_E#subjects))