

MKTG 3005 INCUBATOR 6: FUNDING AND START-UP

Credit Points 10

Legacy Code 301171

Coordinator Anton Bogdanovych ([https://directory.westernsydney.edu.au/search/name/Anton Bogdanovych/](https://directory.westernsydney.edu.au/search/name/Anton%20Bogdanovych/))

Description This unit investigates various funding opportunities that might be suitable for your business concept through a number of theoretical topics, such as: possible funding sources including venture capitalists and angel investors, joint venture funding, pitching your ideas. The unit is structured into a number of modules. Further, as activities associated with this unit, students would have to actively seek and secure funding for the start-up.

School Computer, Data & Math Sciences

Discipline Sales And Marketing

Student Contribution Band HECS Band 4 10cp

Check your HECS Band contribution amount via the Fees (https://www.westernsydney.edu.au/currentstudents/current_students/fees/) page.

Level Undergraduate Level 3 subject

Learning Outcomes

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

1. Analyse pros and cons of various funding options
2. Develop a pitch to a possible financier
3. Apply individual skills and knowledge in a collaborative and effective manner in achieving a common goal in a group setting
4. Demonstrate effective verbal and written communication skills that appeal to a wide audience
5. Demonstrate resilience when faced with probable disappointing rejections from financiers

Subject Content

1. Possible funding sources
2. Venture capitalist market
3. Bank loans
4. Self-funding
5. Joint venture funding
6. How to pitch your idea to possible financier

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
Report	1500 words	30	N	Group
Presentation	20 mins	45	N	Group
Reflection	1500 words	25	N	Individual

Teaching Periods

Autumn

Parramatta City - Macquarie St

Day

Subject Contact Anton Bogdanovych ([https://directory.westernsydney.edu.au/search/name/Anton Bogdanovych/](https://directory.westernsydney.edu.au/search/name/Anton%20Bogdanovych/))

View timetable (https://classregistration.westernsydney.edu.au/even/timetable/?subject_code=MKTG3005_22-AUT_PC_D#subjects)