

BUSM 7072 NEW VENTURE FINANCE

Credit Points 10

Legacy Code 200849

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

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 subject, recognizing that most new ventures are not fully funded as they launch. The subject 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 Banking and Finance

Student Contribution Band HECS Band 4 10cp

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

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.

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

Prescribed Texts

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

Teaching Periods

Quarter 3 (2024)

Parramatta City - Macquarie St

On-site

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_24-Q3_PC_1#subjects)

Quarter 1 (2025)

Parramatta City - Macquarie St

On-site

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/odd/timetable/?subject_code=BUSM7072_25-Q1_PC_1#subjects)

Quarter 3 (2025)

Parramatta City - Macquarie St

On-site

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/odd/timetable/?subject_code=BUSM7072_25-Q3_PC_1#subjects)