General Information

Unit convenor and teaching staff
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Credit points
10

Prerequisites
MGSM840 or MMBA8040 or AFCP801 or AFCP8001

Corequisites

Co-badged status

Unit description
Entrepreneurial Finance examines the theory and practice associated with the financing of new ventures. This unit explores sources of funding, risk, venture capital financing terms and models, value creation, and exits. This study of entrepreneurial finance will enhance your ability to finance and launch new ventures, from both the viewpoints of the entrepreneur and external investors.

Important Academic Dates
Information about important academic dates including deadlines for withdrawing from units are available at https://students.mq.edu.au/important-dates

Learning Outcomes
On successful completion of this unit, you will be able to:

ULO1: Analyse the financial aspects of new venture business strategy and planning to choose the best source of financing.
ULO2: Explore the role of diverse mindsets of different cultures and markets in how investors may view opportunities.
ULO3: Assess and integrate ethical, social and environmental considerations for responsible new venture financing.
ULO4: Analyse stakeholder relationships to generate new venture finance strategies that create and deliver sustainable value across complex networks.
Assessment Tasks

**Coronavirus (COVID-19) Update**
Assessment details are no longer provided here as a result of changes due to the Coronavirus (COVID-19) pandemic.
Students should consult iLearn for revised unit information.
Find out more about the Coronavirus (COVID-19) and potential impacts on staff and students

**General Assessment Information**
No extensions will be granted. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late (for example, 25 hours late in submission – 20% penalty). This penalty does not apply for cases in which an application for Special Consideration is made and approved.

**Delivery and Resources**

**Coronavirus (COVID-19) Update**
Any references to on-campus delivery below may no longer be relevant due to COVID-19.
Please check here for updated delivery information: https://ask.mq.edu.au/account/pub/display/unit_status

**Required Text**

For information on textbook prices and online ordering, please refer to the Co-Op Bookshop webpage at http://www.coop.com.au_

**Unit Materials & Other Readings**
Aside from the assigned textbook readings from the required text, all other reading materials are available at iLearn

**MGSM iLearn**
The web page for this unit can be found at: https://ilearn.mq.edu.au/login/MGSM

**Essential Readings (Provided at iLearn)**

**New Venture Financing**
Neverfail Computing (A)

Funding New Ventures: Valuation, Financing and Capitalization Tables

Deal Structure and Deal Terms

SpiffyTerm Inc.

The Failure Chronicles

Group Case Studies
To be supplied at the start of class

Individual Case Study
To be supplied at the start of class

**Unit Schedule**

**Coronavirus (COVID-19) Update**
The unit schedule/topics and any references to on-campus delivery below may no longer be relevant due to COVID-19. Please consult iLearn for latest details, and check here for updated delivery information: [https://ask.mq.edu.au/account/pub/display/unit_status](https://ask.mq.edu.au/account/pub/display/unit_status)

<table>
<thead>
<tr>
<th>Session</th>
<th>Topic</th>
<th>Reading</th>
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| 1       | Introduction and Context | Leach & Melicher (Textbook) Chapters 1, 2 & 3  
New Venture Financing |
| 2       | Planning | Leach & Melicher (Textbook) Chapters 4, 6 & 7  
Neverfail (A) |
| 3       | Valuation | Leach & Melicher (Textbook) Chapters 9 & 10  
Funding New Ventures: Valuation, Financing and Capitalization Tables |
Policies and Procedures

Macquarie University policies and procedures are accessible from Policy Central (https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central). Students should be aware of the following policies in particular with regard to Learning and Teaching:

- Academic Appeals Policy
- Academic Integrity Policy
- Academic Progression Policy
- Assessment Policy
- Fitness to Practice Procedure
- Grade Appeal Policy
- Complaint Management Procedure for Students and Members of the Public
- Special Consideration Policy (Note: The Special Consideration Policy is effective from 4 December 2017 and replaces the Disruption to Studies Policy.)

Students seeking more policy resources can visit the Student Policy Gateway (https://students.mq.edu.au/support/study/student-policy-gateway). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

If you would like to see all the policies relevant to Learning and Teaching visit Policy Central (https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central).
Student Code of Conduct

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: [https://students.mq.edu.au/study/getting-started/student-conduct](https://students.mq.edu.au/study/getting-started/student-conduct)

Results

Results published on platform other than eStudent, (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in eStudent. For more information visit ask.mq.edu.au or if you are a Global MBA student contact [globalmba.support@mq.edu.au](mailto:globalmba.support@mq.edu.au)

Student Support

Macquarie University provides a range of support services for students. For details, visit [http://students.mq.edu.au/support/](http://students.mq.edu.au/support/)

Learning Skills

Learning Skills ([mq.edu.au/learningskills](http://mq.edu.au/learningskills)) provides academic writing resources and study strategies to help you improve your marks and take control of your study.

- Getting help with your assignment
- Workshops
- StudyWise
- Academic Integrity Module

The Library provides online and face to face support to help you find and use relevant information resources.

- Subject and Research Guides
- Ask a Librarian

Student Enquiry Service

For all student enquiries, visit Student Connect at [ask.mq.edu.au](mailto:ask.mq.edu.au)

If you are a Global MBA student contact [globalmba.support@mq.edu.au](mailto:globalmba.support@mq.edu.au)

Equity Support

Students with a disability are encouraged to contact the Disability Service who can provide appropriate help with any issues that arise during their studies.

IT Help

For help with University computer systems and technology, visit [http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/](http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/).

When using the University’s IT, you must adhere to the [Acceptable Use of IT Resources Policy](https://students.mq.edu.au/study/getting-started/student-conduct).
The policy applies to all who connect to the MQ network including students.