



Course and Examination Fact Sheet: Autumn Semester 2014

7,138: Entrepreneurial Finance - the applied perspective

ECTS credits: 3

Overview examination/s

(binding regulations see below)

Central - Written examination (60%, 60 mins.)

Decentral - Group examination paper (30%)

Decentral - Active participation (10%)

Attached courses

Timetable -- Language -- Lecturer

[7,138,1.00 Entrepreneurial Finance - the applied perspective](#) -- English -- [Zellweger Thomas Markus](#)

Course information

Course prerequisites

The course is intended for students participating in the MAccFin program of the University of St.Gallen, but is open for other students as well. We expect from students to have a basic working knowledge in financial analysis and valuation. Interest in entrepreneurship is a further prerequisite for participation.

Course content

Entrepreneurial Finance is a topic that is receiving increasing attention in both theory and practice. The debates are concerned with various topics such as financing decisions of entrepreneurs and entrepreneurial firms, capital structure decision making and governance issues in high risk environments, or the ways to exit ventures. The steep development of the private equity and venture capital industries just as the general emphasis of entrepreneurship as a central driver of economic prosperity have given rise to a set of questions that are different from the questions posed in the context of large firms with generally widely diversified investors. Each class of our course will deal with a set of these questions.

Course structure

Class 1 - Introduction

Class 2 - Starting a new venture

Class 3 - Buying an existing firm

Class 4/5 - Company visit

Class 6 - Case kick-off

Class 7 - Sources of finance

Class 8 - Practitioner's speech

Class 9 - Case discussion

Class 10 - Financial planning

Class 11 - Governance

Class 12 - Entrepreneurial exit and Q&A



(preliminary)

Course literature

Smith, R. and Smith, J. (2003). *Entrepreneurial Finance*.

Manigart, S. & Meuleman, M. (2004). *Financing entrepreneurial companies*.

Hodegetts, R. & Kuratko, D. (1995). *Effective Small Business Management*.

Additional course information

This course is designed for students who either think about pursuing a career as an entrepreneur themselves or who envision a career in the private equity, venture capital, or investment banking context where they are exposed to deals with small to mid-sized firms.

Examination information

Examination sub part/s

1. Examination sub part (1/3)

Examination time and form

Central - Written examination (60%, 60 mins.)

Remark

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Examination-aid rule

Extended Closed Book

The use of aids is limited; any additional aids permitted are **exhaustively** listed under "Supplementary aids". Basically, the following is applicable:

- At such examinations, all the pocket calculators of the Texas Instruments **TI-30** series and bilingual dictionaries without hand-written notes are admissible. Any other pocket calculator models and any electronic dictionaries are inadmissible.
- In addition, any type of communication, as well as any electronic devices that can be programmed and are capable of communication such as notebooks, tablets, PDAs, mobile telephones and others, are inadmissible.
- Students are themselves responsible for the procurement of examination aids.

Supplementary aids

none

Examination languages

Question language: English

Answer language: English

2. Examination sub part (2/3)

Examination time and form

Decentral - Group examination paper (30%)

Remark

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Examination-aid rule

Term papers



- Term papers must be written without anyone else's help and in accordance with the known quotation standards, and they must contain a declaration of authorship.
- The documentation of sources (quotations, bibliography) has to be done throughout and consistently in accordance with the APA or MLA standards. The indications of the sources of information taken over verbatim or in paraphrase (quotations) must be integrated into the text in accordance with the precepts of the applicable quotation standard, while informative and bibliographical notes must be added as footnotes (recommendations and standards can be found, for example, in METZGER, C. (2010), *Lern- und Arbeitsstrategien* (11. Aufl.). Aarau: Sauerländer).
- For any work written at the HSG, the indication of the page numbers both according to the MLA and the APA standard is never optional.
- Where there are no page numbers in sources, precise references must be provided in a different way: titles of chapters or sections, section numbers, acts, scenes, verses, etc.
- For papers in law, the legal standard is recommended (by way of example, cf. FORSTMOSER, P., OGOREK R. und VOGT H. (2008, *Juristisches Arbeiten: Eine Anleitung für Studierende* (4. Auflage), Zürich: Schulthess, or the recommendations of the Law School).

Supplementary aids

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Examination languages

Question language: English

Answer language: English

3. Examination sub part (3/3)

Examination time and form

Decentral - Active participation (10%)

Remark

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Examination-aid rule

Practical examination

No examination-aid rule is necessary for such examination types. The rules and regulations of the University of St. Gallen apply in a subsidiary fashion.

Supplementary aids

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Examination languages

Question language: English

Answer language: English

Examination content

Classes (incl. case), lecture slides, practitioners' speeches, literature

Examination relevant literature

Will be announced during class, no later than december 19th.



Please note

We would like to point out to you that this fact sheet has absolute priority over other information such as StudyNet, faculty members' personal databases, information provided in lectures, etc.

When will the fact sheets become binding?

- Information about courses and examination time (central/decentral and grading form): from the start of the bidding process on 21 August 2014
- Information about decentral examinations (examination-aid rule, examination content, examination relevant literature): after the 4th semester week on 13 October 2014
- Information about central examinations (examination-aid rule, examination content, examination relevant literature): from the start of the enrolment period for the examinations on 3 November 2014

Please look at the fact sheet once more after these deadlines have expired.