

1. Course Identity			
Course Name	Entrepreneurial Finance		
Faculty	Business and Economics	Study program	Management
Code	SEM945	Credits weight	3
Group	Study program	Type of Course	Elective
Semester	6	Availability	Limited to Study Programs
Learning Method	Classroom Session	Media	Blended
Course Cluster	Specialization Elective Courses (MKPP)	Prerequisite	Financial Management

2. Course Description
<ol style="list-style-type: none"> 1. This course is primarily designed for students who plan to get involved with startup ventures at some point in their careers as either Founders, Early Joiners, Investors, Board of Directors or Advisors. However, this course is also very applicable for students who are keen on broadening their view on the financing landscape for Startups, Venture Capital and, Angel Financing. 2. This course is divided into 3 main groups, namely: a) Getting Started, Managing Profit & Cashflow (L1-L4); b) Growing a Startup Internally (L5-L7); and c) Financing Your Startup (L8-L13). 3. This course also incorporates a "Startup Internship Project," which will allow a small team of students to work closely with actual start-ups to apply the lessons learned during this course and ultimately make recommendations to the leadership of this company. The teaching team will carefully arrange this "Startup Internship Project" schedule to match the expected time commitment for the 3 credits course. 4. Grade assessment will be based on: 40% on a series of individual Short Exams & Quiz & Skills Tests; 20% participation (both during online and offline class conversations via the lecture platform and with other classmates of the course); and 40% of activities in the "Startup Internship Project" (all Teammates will receive the same score).




2. Learning Outcomes			
CPL Codes	Formulation of Graduate Learning Outcomes (CPL)	Kode CPMK	Formulation of Course Learning Outcomes (CPMK)
S1	To be devoted to God the Almighty and develop a virtuous noble character	M1	Students are able to explain the importance of ideas and criteria for building a profitable startup and the role of founders and management teams.
S3	To internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out profession		
S9	To internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out profession		
PP3	To profess at least one of the international languages	M2	Students are able to explain financial aspects in business planning, private placement and venture capital as well as make financial reports and cash flow
KU3	To identify managerial issues and organizational functions at the operational level, as well as take		

	appropriate action based on developed alternatives, by applying entrepreneurial principles rooted in local wisdom		analysis.
KU4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KU5	To assess the implications of developing or implementing science, technology or art in accordance with their expertise based on scientific principles, procedures, and ethics to produce solutions, ideas, designs, or art criticisms as well as to compile a scientific description of the results of the study in a thesis or final project report		
KK1	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science, in various types of organizations	M3	Students are able to make a complete capital structure strategy with leverage and create financial performance metrics for a startup.
KK3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK4	To think "out of the box" by implementing the values of perfection in accordance with the Islamic treatise by approaching and reasoning to solve problems based on management science	M4	Students are able to explain about angel investment, funding institutions and venture capital as well as implementing activities for business communication and negotiation.
KK5	To think like a visionary, and to be open, communicative, creative, responsive to change and adaptive to the scientific and technological advancement in the scope of management science		

3. Learning Materials and Main References

Learning Materials	<ol style="list-style-type: none"> 1. Doing A Startup (Why Doing a Startup, Criteria of Startup Ideas, Key Person & Management Team) 2. Packaging & Financing a Startup (Overview of Business Plan, Private Placement & Venture Capital) 3. Managing Profit & Financial Statements (Income Statement & Balance Sheet)
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	<ol style="list-style-type: none"> 4. Cash Flow Analysis (Cash Flow Statement) 5. Growing A Startup (Growth & Entrepreneurial Capital Budgeting) 6. Capital Structure & Leverages (Financial Leverage & Operating Leverage) 7. Financial Performance Metrics 8. Angel Investment: Angel Investors, Venture Capitalist, Finding & Meet an Angels 9. Angel Investment: Negotiating the Deal & Communicating with Investors 10. Short-Term Financing: Financing Companies & Banks 11. Intermediate-Term Financing: Term Loans & Private Placements 12. Venture Capital: What is VC, Choosing the right VC's & First Meet with a VC 13. Venture Capital: Finding & Approaching a VC, Negotiating the Deal & Exiting the Company
<p>Main References</p>	<ol style="list-style-type: none"> 1. James McNeill Stancill (2008), Entrepreneurial Finance: For New & Emerging Business, Special Edition, University of Southern California. (USC) 2. J. Chris Leach, Ronald W. Melicher (2011), Entrepreneurial Finance, 4th Edition, Cengage Learning. (CL) 3. Janet Kiholm Smith, Richard L.Smith, and Richard T.Bliss (2011), Entrepreneurial Finance: Strategy, Valuation, and Deal Structure, Stanford University Press. (SUP) 4. Bill Reichert, BA., MBA., Managing Director of Garage Technology Venture, University of California, Berkeley, USA. (BR) 5. Ian Sobieski, BA., MS., Ph.D., Managing Director of Band of Angels, University of California, Berkeley, USA. (IS) 6. Jeffrey. J. Bussgang, BA., MBA., Co-Founder & President of Flybridge Capital Partners, Harvard Business School, USA. (JB)

<p>Date: February 10, 2021</p>	<p>Date: February 04, 2021</p>	<p>Date: February 01, 2021</p>
<p>Approved by the Dean</p>	<p>Examined by the Head of the Study Program</p>	<p>Prepared by:</p>
		
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