

Course Code	COM3MN201				
Course Title	Financial Strategy for Start-ups				
Type of Course	Minor				
Semester	III				
Academic Level	200 - 299				
Course Details	Credit	Lecture per week	Tutorial per week	Practical per week	Total Hours
	4	3	-	2	75
Pre-requisites	A basic understanding of accounting concepts and financial statements.				
Course Summary	This course is designed to equip students with the knowledge and skills necessary to effectively manage the financial aspects of their ventures.				

Course Outcomes (CO):

CO	CO Statement	Cognitive Level*	Knowledge Category#	Evaluation Tools used
CO1	Build a basic foundation on concepts and theories of Financial Management for Entrepreneurs	U	C	Instructor-Created Exams / Quiz
CO2	Apply the theories of Financial Management to carry out the functions of Entrepreneurship	Ap	P	Assignment Examinations
CO3	Appreciate the importance of Financial management in managing a New Business	Ap	P	Project Case study
CO4	Demonstrate analytical and critical thinking required for financial decision making for Entrepreneurs	An	P	Project
* - Remember (R), Understand (U), Apply (Ap), Analyse (An), Evaluate (E), Create (C) # - Factual Knowledge(F) Conceptual Knowledge (C) Procedural Knowledge (P) Metacognitive Knowledge (M)				

Detailed Syllabus:

Modul	Unit	Content	Hrs
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I	Introduction to Financial Management		9
	1	Financial Management-Definition and scope-Goals and objectives-Role in entrepreneurship	3
	2	Time Value of Money-Present value and future value concepts Applications in financial decision-making	3
	3	Calculating the cost of capital-Time value of money applications in financial decision-making	3
II	Investment Decisions for Entrepreneurs		15
	4	Capital Investment Evaluation Methods-Introduction to payback period method	3
	5	Net present value method	3
	6	Internal rate of return (simple problems only)	3
	7	Capital Rationing and Project Selection-Allocating limited resources to projects-Criteria for project selection	3
	8	Project cost calculation	3
III	Working Capital Management for Entrepreneurs		11
	9	Understanding Working Capital-Meaning and nature-Factors affecting working capital requirement	2
	10	Determining Working Capital Requirement-(Simple problems only)	3
	11	Basics of Cash Management	2
	12	Inventory Management Techniques	2
	13	Receivables Management	2
IV	Financial Strategy		10
	14	Financial Strategy for Growth- Scaling the business: Financial considerations- Mergers, acquisitions, and strategic partnerships-Exit strategies for entrepreneurs	4
	15	Introduction to Risk for Entrepreneurs-Types and sources of risk	2
	16	Risk Management Strategies-Meaning, characteristics, and significance Objectives and principles	2
	17	Practical Risk Management-Strategies for mitigating risk in entrepreneurship	2
V	Open Ended Module-Practical Exercises		30
	1	Case studies: Analyse real-world financial challenges faced by entrepreneurs through case studies	
	2	Financial Modeling: Conduct workshops on financial modeling using spreadsheet software.	
	3	Group projects: Assign practical exercises to create budgets and financial forecasts for business	
	4	Conduct hands-on workshops on financial tools and technologies.	

	5	Create financial games that involve financial decision-making.	
	6	Organize visits to financial institutions or meet with financial advisors	
	7	Conduct seminar, Debate, Discussion relating to the course	

References

1. Cornwall, "Entrepreneurial Financial Management", Laxmi Publications
2. Home, J.C. Van: "Financial Management and Policy". Prentice Hall of India, New Delhi.
3. R. S. Kulshrestha: Financial Management. Sahitya Bhawan.
4. R. P. Rastogi: Fundamentals of Financial Management, Galgotia Publications. New Delhi.
5. Ravi M Kishore: Fundamentals of Financial Management. Tax man Publications.).
6. Battacharya, Hrishikas: Working Capital Management - Strategies and Techniques, Prentice Hall of India, New Delhi.
7. Jeffrey R. Cornwall David O Vang & Jean M. Hartman- Entrepreneurial Financial Management: An Applied Approach 4Th Edition - T&F India
8. Steven Rogers, Entrepreneurial Finance: Finance and Business Strategies for the Serious Entrepreneur, 4th Edition, McGraw Hill
9. W. M. Conradie, Welma Fourie, C. M. W. Fourie, Basic Financial Management for Entrepreneurs, Juta Publishers