UNIVERSITÀ CATTOLICA del Sacro Cuore

Entrepreneurial Finance

PROF. TOMMASO SALTINI / RAFFAELLA COLASURDO

Area of study:	Business and Economics
Area Code:	IB/MG360
Method of Instruction:	In-person

Description

The course provides a theoretical and practical framework useful for addressing financial issues of entrepreneurial ventures, and basically how to get financial resources. The course examines the entrepreneur's and the investor's perspective. Class participants will study the fundamentals of the Entrepreneurial Finance, the relevance of entrepreneurship financial planning and teaches how to approach different type investors' organisations. In the first part of the course, "Instruments, Players and Prospective", we will focus on the early stages of company development, identifying key questions: if and why money should be raised; when should it be raised and from whom. A special focus is placed on the impact and venture capital industry, including how funds are set up and managed. The second part, "Business Finance, key topics", provides an overview of business/enterprise main financial tools, useful to understand its present and future performance: main financial statements (income statement, balance sheet and cash flow statements) and documents to be presented to investors (business plan and pitch). The course, also through working groups' activities, teaches how to present key financials and the pitch to potential investors, as well as provides useful elements on a company valuation analysis (with specific focus on start-ups valuation), including fundamentals of a deal structure, negotiation and due diligence. Professors and guest speakers, with entrepreneurial and consulting experiences, will introduce students to the principle of finance applied to business planning; case studies to facilitate understanding of financial issues focused on entrepreneurial ventures will be also presented.

Course contents

Prerequisites

None

Method of instruction

Seminars (with group activities) and field trips

Course requirements

- Students are expected to regularly attend class sessions and to actively take part in class debates and case discussions.
- Students are expected to be prepared on the assigned readings before the lectures;
- Students are expected to deliver on time exercises and assignments
- Students will prepare and present a Mid-term assignment covering contents related to instruments and players and a second assignment covering contents related to financial planning. At the end of the course students will take a Final Assignment.

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Credits

6 ECTS

Grading

Attendance and class participation (exercises)	20 % of final grade
I Assignment – Investors survey	20 % of final grade
II Assignment – BP Assumptions on excel	20 % of final grade
Final Assignment – BP Pitch presentation	40 % of final grade

Course readings and materials

All the readings and lecture's slides will be available on Blackboard.

Instructor bio

Prof. Tommaso Saltini Ph.D. and research fellow in management and finance, research focus in impact financing and entrepreneurial finance; venture capital and corporate finance advisor with a focus on the Middle East, North Africa and India.

Prof. Raffaella Colasurdo International working experience in business and financial advisory services; M&A Strategy, business planning and valuation analysis.

E-mail address

tommaso.saltini@unicatt.it
raffaella.colasurdo@unicatt.it