

VENTURE CAPITAL AND THE DEAL

UNIT FEATURES

Unit Code: **OB508**

12 Seminars

36 Hours Duration

Intermediate Skill Level

100% Online; Study Abroad

English Language

Optional Assessments

OB504 Prerequisites

Students will consider different forms of venture capital and private equity investments needed to “make the deal happen”. The key focus is on issues associated with building the business case to present to potential sources of venture funding. In the unit students will learn techniques to analyse long-term and short-term risks of engaging with different forms of venture capital and managing in an environment of ambiguity. The importance of networks and relationships with potential investors including incubators, angel funds and the like.

LEARNING OUTCOMES

On successful completion of this unit students will be able to:

- 1 Analyse long term and short term risks of engaging with different forms of venture capital.**
- 2 Evaluate ambiguity, uncertainty and risk to pursue entrepreneurial opportunities.**
- 3 Pitch a real or hypothetical entrepreneurial proposal.**

TOPICS

- Valuing companies (startups, pre-revenue, revenue / mature etc)
- Funding issues
- Funding issues
- Angel investors
- Crowdfunding platforms
- Venture Capital – types and issues
- Debt vs equity
- Structuring the deal: Term sheets,
- Shareholder agreements and company constitutions
- Assembling the governance and operations teams
- Exit strategies
- Due diligence
- Mergers and acquisitions

CERTIFICATION

The optional assessment tasks associated with this unit provide an opportunity for participants to consolidate their learning and to benchmark their understanding against the standard set by Chancellor Institute. Participants enrolled in this unit who successfully complete the optional assessments will qualify for a grade, academic transcript and certificate of completion for that unit.

For further details about the assessments, please contact our course advisors. Additional unit fees apply for students electing to undertake assessments. Participants who elect not to complete the optional assessments for this unit will receive a certificate of participation for the unit.

ASSESSMENTS (OPTIONAL)

No.	Type	Week Due	Weighting (% of total marks for unit)
1	Pecha Kucha - funding options	4	25%
2	Case study report	8	30%
3	Venture Proposal report	11	25%
4	Venture Proposal pitch	12	20%

UNIT FEES

Chancellor Institute charges fees on a per subject basis. To view a schedule of our current fees, please visit our website: <https://chancellor.education/fees/>

