

# ENTREPRENEURIAL FINANCE

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Duration	16 hours
Dates	2-3 April, 2009
Time	0900 - 1700
Venue	University of Malta, Msida
Course Fee	€ 300
Registration Deadline	31 <sup>st</sup> March, 2009

## **Training Objectives**

The objective of this two-day seminar is to provide interested applicants with the theoretical and practical knowledge required to:

- Appreciate the risks/rewards of entrepreneurship and innovation
- Construct new venture financial models
- Evaluate alternative new venture strategies
- Design and negotiate “deals” and term sheets
- Understand the institutions of new venture finance
- Develop a business plan to attract outside funding

## **Target Audience**

- University academics and students who are working to develop some project and need venture capital funds
- Business and entrepreneurs who are interested in venture capital
- Investment bankers, financial intermediaries, and institutional investors
- Innovation policy makers and government officials.

## **Course Outline**

1. Introduction to Entrepreneurial Finance – *videos and exercises*
2. Entrepreneurship and Innovation Overview – *videos*
3. New Venture Financing – *videos and exercises*

4. The Business Plan and the Pitch – *videos and exercises*
5. New Venture Valuation – *videos and exercises*
6. Jon Hirschtick and SolidWorks case – *videos and exercises*
7. Harvesting – *videos and exercises*
8. Venture Capital and Public Policy – *videos and exercises*

### **Lecturer**

This course is delivered by Mr. Pierre Nadeau of Malta Partners Ltd. a London-based advisory firm focused on entrepreneurial finance for technology business. This course is organised in collaboration with the Department of Banking and Finance within the Faculty of Economics, Management and Accounting at the University of Malta.