



# UNIVERSITÀ DI PISA

## ENTREPRENEURIAL FINANCE

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**EMANUELE TETI**

Anno accademico  
CdS

2022/23  
BANCA, FINANZA AZIENDALE E  
MERCATI FINANZIARI  
636PP  
6

Codice  
CFU

Moduli	Settore/i	Tipo	Ore	Docente/i
ENTREPRENEURIAL FINANCE	SECS-P/09	LEZIONI	42	EMANUELE TETI

### Obiettivi di apprendimento

#### *Conoscenze*

The primary objective of this course is to provide you with a thorough understanding of the financing of entrepreneurial firms. By the end of the course, you will understand which are the main sources of finance for entrepreneurial firms, how they operate, and how they assess entrepreneurial opportunities. You will understand how to determine a company's financial needs, how to structure a financing deal, how to perform a valuation.

#### *Modalità di verifica delle conoscenze*

Simulations will be provided. Every week exercises and cases will be proposed to practice on the contents of the course.

#### *Capacità*

At the end of the course:

- The student will understand the main sources of finance for entrepreneurial firms
- The student will know how to operate and assess entrepreneurial opportunities.
- The student will understand how to determine entrepreneurial firm's financial needs
- The student will be able to structure a financing deal
- The student will be able to perform a valuation

#### *Modalità di verifica delle capacità*

Several exercises with students will be carried out

#### *Prerequisiti (conoscenze iniziali)*

A course in Corporate Finance is necessary to deal with the course of Entrepreneurial Finance. Basic knowledge of Accounting is also necessary.

#### *Programma (contenuti dell'insegnamento)*

- Introduction
- Venture Capital
- Alternative Investors
- Ownership and Returns
- Financial projections
- Evaluating Opportunities
- Valuation
- Term sheets
- Structuring Deals
- Staged Financing
- Corporate Governance
- Exits
- Debt Financing



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### [Bibliografia e materiale didattico](#)

Da Rin, Marco and Hellmann, Thomas (2020). Fundamentals of Entrepreneurial Finance. OUP. (Selected chapters)  
Exercises provided by the instructor and carried out by the instructor.

### [Modalità d'esame](#)

to be decided

*Ultimo aggiornamento 13/09/2022 18:23*