



Dr. V. N. Bedekar Institute of Management, Thane
Teaching Plan (MMS)
Academic Year (2018-2019)

Programme Name: MMS

Semester: IV

Name of the subject: Venture Capital and Private Equity

Maximum marks: 100

No. of Sessions: 14

Name of the Faculty: Dr Gauri Heble

Mobile No: 9372405405

Email: gheble@vpmthane.org,

Weblink:

Learning Objectives:

- 1 To understand the process and various facets of Entrepreneurship and facets and alternatives of Entrepreneurial Finance.
 - 2 To develop general understanding of the venture capital and private equity industry globally and the various players involved.
 - 3 Provide an understanding of the private equity investment process starting from fund raising to exiting.
 - 4 Develop analytical valuation and deal structuring techniques used in venture capital and buyouts.
 - 5 To prepare students for future jobs in VCPE and related industries.
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Reference Books:

Plan:

Session No	Topics to be covered	Books referred/ Recommended/ References-Print/Articles/ News/Research papers/ Online database/ Software /Simulations used	Learning outcomes	Evaluation of Students understanding by MCQs, Quiz, Short Test
1	Entrepreneurship-An Introduction, Evolution, Concept, Key Terms	Poornima Charanthimath	To understand the concept of Entrepreneurship	Test



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2	New Venture Creation- Identification of Business Opportunities	Anup Malhotra, Poornima Charanthimath	To understand the process of venture creation	Case Study
3	Project Financing and Selection, Types	Steve Rogers, Poornima Charathimath	To understand the different types of project financing techniques	Quiz
4	Private Equity and Venture Capital-An Introduction, investment Strategies, Key Concepts	Anup Malhotra, Steve Rogers	Understandin g of the venture capital	MCQs



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			strategies	
5	Introduction and Overview of Venture Capital and Private Equity. Overview and history of venture capital industry, evolution of private equity industry and venture capital industry, how to choose and approach a venture capitalist, structure and terms of venture capital and private equity firms.	Josh Lerner, Felda Hardymon and Ann Leamon,	Classroom discussions	Understanding of private equity process
6	Process of Venture Capital and Private Equity	Joseph. W. Bartlett	Classroom discussions	Understanding how corporates



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	Funding Venture capital cycle and private equity process.		and explanation	invest in a new private equity
7	Investment Selection, Fund Raising Challenges Sources of capital, alternative forms of fund raising and fundraising process and fallacies. Valuation Methods and Techniques Deal valuation and deal terms.	Robert Finkel, Josh Lerner, Felda Hardymon and Ann Leamon	Numerical solving and classroom Discussions Numerical and classroom discussions	Awareness of the current investing patterns, problems and issues faced by industries and PE investors Understand financial valuation methods and strategies and the impact of dilution
8	Structuring Term Sheets	Anup Malhotra, Steve Rogers	Classroom	Integrating the



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	<p>Environmental factors surrounding term sheets, selected critical elements in venture term sheets.</p> <p>Document and Typical Investment Conditions</p> <p>Due diligence procedures.</p>		<p>discussions and explanation</p> <p>Classroom discussion</p>	<p>valuation with term sheet</p> <p>Understanding documents and critical pointers to due diligence</p>
9	<p>Exit Strategies for Multiple Stakeholders</p> <p>Consider liquidity events such as IPO, mergers, later stage financing, including mezzanine financing and buy-outs.</p>	Joseph. W. Bartlett	<p>Classroom discussion and explanation</p>	<p>Understanding strategies made to negotiate and exit the fund.</p>
10	<p>Regulation of PE Funds</p>	Joseph. W. Bartlett	Classroom	Understanding PE



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	SEBI Alternative Investment Funds (AIF) Regulations.		discussion and explanation	funds regulation
11	Private Equity Investments in Developing Markets	Anup Malhotra, Steve Rogers	Classroom discussion	To know the trends of the PE funding in the developing economies
12	Private Equity, Corporate Governance and Ethics Board members duty to shareholders, composition and roles of the board of directors in the private company.	Anup Malhotra, Steve Rogers, Poornima Charathimath	Classroom discussion	Importance of ethics and value system
13	Private Equity and Venture Capital in India, China, USA,	Anup Malhotra, Poornima Charathimath	To understand	Case Studies



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	Europe and other Countries		the implementati on of Private Equity and Venture Capital schemes in different countries	
14	Private Equity and Venture Capital in India, China, USA, Europe and other Countries	Anup Malhotra, Poornima Charathimath	To understand the implementati on of Private Equity and	Case Studies



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			Venture Capital schemes in different countries	
15				

2. Practical Approach : Other activities (Atleast 4 distinct activities)

Sr. No.	Activity Name	Topic Coverd	Learning outcomes	Source
1	Role Play			
2	Industry Visit	New Venture Creation- Identification of Business Opportunities	To understand the actual process of new venture creation	Different women entrepreneurs around Thane City
3	Academic Projects			



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4	Book Review			
5	Group Discussion	Idea Generation	To understand the process of Idea Generation	Various articles on New Start-ups
6	Business Quiz / Business News sharing	Project Financing and Selection, Types	To understand the different types of project financing techniques	Poornima Charanthimath
7	Videos / Simulation	Private Equity and Venture Capital in India, China, USA, Europe and other Countries	To understand the implementation of Private Equity and Venture Capital schemes in different countries	Websites
8	Use of Softwares and Labs	Project Life Cycle	To understand the process of Project Life Cycle	Poornima Charantimath, Anup Malhotra
9	Any other activity			



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Evaluation:

I) Internal:

Component	Details	Marks
Class Test	1. Entrepreneurship-An Introduction, Evolution, Concept, Key Terms. 2. Sources of Entrepreneurial Finance	20(10*2)
Presentation	Private Equity and Venture Capital in India, China, USA, Europe and othe Countries	10
Case Study	Entrepreneurs around Thane City, Private Equity, Corporate Governance and Ethics	10 (5*2)
Participation		
Others		



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**Signature of Faculty
the Co-ordinator**

Signature of