



**Dr. V. N. Bedekar Institute of Management, Thane**  
**Teaching Plan (MMS/PGDM)**  
**Academic Year (2017-2018)**

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Programme Name: MMS

Semester: IV

Name of the subject: Venture Capital & Private Equity

Maximum marks: 100

No. of Sessions: 8

Name of the Faculty: Abhishek Jain

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Weblink:

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**Learning Objectives:**

**The Idea of the course is to equip students with skills and knowledge which will be helpful if they get opportunities in Private Equity or Venture Capital. These can also be used in General Management or in pursuing entrepreneurship**

**Part 2 of the Course**

- **Basics of Private Equity and Venture Capital**
- **Ability to think through regarding Business Models from perspective of a entrepreneur as well as an investor.**
- **Understand the dynamics of competition and strategies surrounding it.**
- **Able to identify inflection points with regards to businesses and sectors.**
- **Understand the dynamics of disruption in existing Industry and the forces underlying them.**

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**Reference Books**

1. The Business Model Navigator: 55 Models That Will Revolutionise Your Business - Oliver Gassmann
2. Business Model Generation - Alexander Osterwalder
3. Value Proposition Design: How to Create Products and Services Customers Want by Yves Pigneur
4. Only The Paranoid Survive (Old Edition) by Andrew Grove
5. Understanding Michael Porter by Margretta
6. The End of Competitive Advantage: How to Keep Your Strategy Moving as Fast as Your Business by Mcgrath
7. Competition Demystified: A Radically Simplified Approach to Business Strategy by Bruce C. Greenwald
8. Innovator's Dilemma: When New Technologies Cause Great Firms to Fail by Christensen
9. The Upstarts by Brad Stone



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**Plan:**

<b>Session No</b>	<b>Topics to be covered</b>	<b>Books referred/ Recommended/ References- Print/Articles/ News/Research papers/ Online database/ Software /Simulations used</b>	<b>Learning outcomes</b>	<b>Evaluation of Students understanding by MCQs, Quiz, Short Test</b>
1	<b>Overview</b>	As above	Basics	
2	<b>Modes of Venture capital</b>	As Above	<b>Types</b>	
3	<b>Valuation I</b>	As Above	Market & Demand Analysis	
4	<b>Valuation II</b>	As Above	<b>Technical Aspects</b>	
5	<b>Valuation III</b>	As Above	<b>Financial Aspects I</b>	
6	<b>Valuation IV</b>	As above	<b>Financial</b>	



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			<b>Aspects</b>	
7	<b>Business Models – 1</b>	As Above	<b>Ability to understand the basics of a Business Model. Ability to innovate</b>	
8	<b>Business Models – 2</b>	As Above	<b>Ability to understand the basics of a Business Model. Ability to innovate</b>	
9	<b>Business Models – 3</b>	As Above	<b>Ability to understand the basics of a Business Model. Ability to innovate</b>	



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10	<b>Value Proposition Design</b>	As Above	<b>Ability to Develop Value proposition</b>	
11	<b>Business Model Canvas</b>	As Above	<b>Ability to develop and evaluate Business Model Canvas</b>	
12	<b>Understanding Inflection Points in Businesses</b>	As Above	<b>Ability to understand and ideate on Inflection points in industries</b>	
13	<b>Competitive Advantage</b>	As Above	<b>Ability to identify competitive Advantage</b>	
14	<b>Presentation of Group</b>			



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	<b>Assignments</b>			
15	<b>Presentation of Group Assignments</b>			

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

<b>Sr. No.</b>	<b>Activity Name</b>	<b>Topic Coverd</b>	<b>Learning outcomes</b>	<b>Source</b>
1	Role Play			
2	Industry Visit			
3	Academic Projects			
4	Book Review			
5	Group Discussion			
6	Business Quiz / Business News sharing			
7	Videos / Simulation			
8	Use of Softwares and Labs			
9	Any other activity			



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**Evaluation:**

**I) Internal:**

<b>Component</b>	<b>Details</b>	<b>Marks</b>
Class Test	<b>Mid Term Test</b>	
Presentation	<b><u>Group Assignments</u></b>	
Case Study		
Participation		
Others		

**Signature of Faculty**

**Signature of the Co-ordinator**