
Venture Capital Fundamentals

Gigot Center for Entrepreneurial Studies
Teri Willey and Theresa Sedlack
3.0 Credit Hours

Objective

- Provide students with a grounding in the fundamental techniques and approaches used in the venture capital industry to evaluate, value and negotiate deals with firms.
 - Taught by venture capitalists and other industry experts from ND's *IrishAngels* network
 - Primary focus is early stage ventures
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Evolution of Course

- Outgrowth of Venture Capital Investment Competition (VCIC) involvement
 - Student interest in venture capital
 - Piloted the course as 1.5 credit readings course in Fall 2003
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What It Is and Isn't

Is:

- A way to view start-ups from VC perspective
- An opportunity for hands-on practice using VC techniques and approaches
- Very challenging, yet worth it

Isn't:

- A guest lecture series
 - A passive course
 - Quantitative in nature
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Course Expectations

- Active participation in class
 - Preparation with pre-readings, etc.
 - Coursework
 - Assignments from venture capitalists
 - Business plan evaluation team project
 - Full evaluation, valuation and term sheet team project
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Factors in Course Participant Selection

- Experience with the venture capital industry
 - Work experience, particularly with start-ups
 - Technical, scientific backgrounds (in terms of education and/or experience)
 - A mix of talents and backgrounds represented in the class
 - Primarily second year MBA students, with some graduate science and engineering student participation
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Application Process

- Applications due Monday 8/16
 - Resume, ND MBA grade history from IrishLink, cover letter explaining interest in course

 - Selections made and announced by Monday 8/23
 - Selection committee includes VCs who will be the guest lecturers
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