



Course Number and Title: ENT 240 Funding and Finance for Entrepreneurs

Campus Location:

Georgetown, Dover, Wilmington

Effective Date:

2018-51

Prerequisite:

MAT 145 or MAT 153, ACC 100 or ACC 101, BUS 101 or ENT 101

Co-Requisites:

None

Course Credits and Hours:

3.00 credits

3.00 lecture hours/week

0.00 lab hours/week

Course Description:

This course covers sources of capital options, basic financial knowledge, and forecasting skills. Topics include ratio analysis, financial oversight, and cash flow necessary to develop and maintain a business.

Required Text(s):

Obtain current textbook information by viewing the [campus bookstore - https://www.dtcc.edu/bookstores](https://www.dtcc.edu/bookstores) online or visit a campus bookstore. Check your course schedule for the course number and section.

Additional Materials:

None

Schedule Type:

Classroom Course

Hybrid Course

Disclaimer:

None

Core Course Performance Objectives (CCPOs):

1. Explain the basic concepts of finance and the importance of each as they relate to entrepreneurship. (CCC 1, 5, 6; PGC 2, 3, 4, 5, 6)
2. Explain the role of financial management and the use of financial statements in a small firm. (CCC 2, 3, 6; PGC 1, 2, 3, 4, 5, 7)
3. Illustrate the purpose and use of a financial statement analysis. (CCC 2, 5, 6; PGC 3, 5)
4. Analyze the profit, profitability, and break-even point for a firm. (CCC 1, 2, 5, 6; PGC 3, 4, 5, 7)
5. Describe the importance of forecasting and working capital management. (CCC 1, 2, 4, 5, 6; PGC 2, 3, 4)
6. Distinguish between personal finances and business finances for a firm. (CCC 1, 2, 4, 5, 6; PGC 3, 7)

See Core Curriculum Competencies and Program Graduate Competencies at the end of the syllabus. CCPOs are linked to every competency they develop.

Measurable Performance Objectives (MPOs):

Upon completion of this course, the student will:

1. Explain the basic concepts of finance and the importance of each as they relate to entrepreneurship.
 1. Explain the basic economic concepts of finance.
 2. Distinguish between economic capital and financial capital.
 3. Discuss the relationships between supply and demand for money and interest rates.
 4. Describe the relationship between risk and return on investment.
 5. Distinguish between systematic and unsystematic risk, and explain the impact on business.
2. Explain the role of financial management and the use of financial statements in a small firm.
 1. Distinguish between strategic and functional business planning.
 2. Discuss the financial implications of the basic forms of business ownership.
 3. Identify the basic sources of financing for a business.
 4. Discuss the basic components of the accounting equation.
 5. Explain the various financial statements provided to a business.
 6. Explain how financial statements are used by business owners.
 7. Identify some of the benefits and limitations of collateral.
3. Illustrate the purpose and use of a financial statement analysis.
 1. Compare and contrast an industry analysis of a company's financial statements.
 2. Compare and contrast an historical analysis of a company's financial statements.
 3. Calculate a ratio analysis of a company's financial statements.
 4. Distinguish among liquidity, activity, leverage, profitability, and market ratios.
4. Analyze the profit, profitability, and break-even point for a firm.
 1. Differentiate between efficiency and effectiveness in a firm's operations.
 2. Analyze the factors affecting the profitability of a firm.
 3. Determine the break-even point when given the variable costs, fixed costs, and revenue of a firm.
 4. Calculate and analyze a break-even chart.
5. Illustrate the importance of forecasting and working capital management.
 1. Examine the importance of a sales forecast under various scenarios.
 2. Compare forecasting models, and select an appropriate model for a small firm.
 3. Examine the relationships among revenue base, sales forecasts, assets, and need for financing.
 4. Examine the general concept of working capital management.
 5. Compare and contrast the methods of managing disbursement and collection of cash to increase profitability.
 6. Identify the effects on a business of the management of inventory, accounts receivable, and accrued liabilities.
6. Distinguish between personal finances and business finances for a firm.
 1. Explain the overall nature of risk for individuals and businesses.
 2. Distinguish between speculative risk and pure risk.
 3. Discuss various investment vehicles to accumulate and preserve capital.
 4. Explain various retirement strategies for the business owner.
 5. Discuss estate planning's importance in the transfer of wealth.

Evaluation Criteria/Policies:

Students must demonstrate proficiency on all CCPOs at a minimal 75 percent level to successfully complete the course. The grade will be determined using the Delaware Tech grading system:

92	-	100	=	A
83	-	91	=	B
75	-	82	=	C
0	-	74	=	F

Students should refer to the [Student Handbook - https://www.dtcc.edu/handbook](https://www.dtcc.edu/handbook) for information on the Academic Standing Policy, the Academic Integrity Policy, Student Rights and Responsibilities, and other policies relevant to their academic progress.

Core Curriculum Competencies (CCCs are the competencies every graduate will develop):

1. Apply clear and effective communication skills.
2. Use critical thinking to solve problems.
3. Collaborate to achieve a common goal.
4. Demonstrate professional and ethical conduct.
5. Use information literacy for effective vocational and/or academic research.
6. Apply quantitative reasoning and/or scientific inquiry to solve practical problems.

Program Graduate Competencies (PGCs are the competencies every graduate will develop specific to his or her major):

1. Demonstrate entrepreneurial leadership characteristics.
2. Conduct market analysis and opportunity assessment.
3. Perform risk assessment and select risk management strategies.
4. Articulate a business vision and plan that demonstrates value to the marketplace and the investor.
5. Plan capital formation to fund business start-up and operation.
6. Utilize effective marketing, advertising and customer strategies.
7. Integrate personal, professional, ethical and legal standards into business decision-making.
8. Transform innovation into a product or service with sustainable commercial potential.

Disabilities Support Statement:

The College is committed to providing reasonable accommodations for students with disabilities. Students are encouraged to schedule an appointment with the campus Disabilities Support Counselor to request an accommodation needed due to a disability. A listing of campus Disabilities Support Counselors and contact information can be found at the [disabilities services - https://www.dtcc.edu/disabilitysupport](https://www.dtcc.edu/disabilitysupport) web page or visit the campus Advising Center.