NorthWest Arkansas Community College
Division of Business & Computer Information

ENTR 2023 FUNDING ACQUISITIONS FOR ENTREPRENEURS (S)

Catalogue Description
A course designed to teach the students the various types of funding mechanisms available to the entrepreneurial venture and the importance of selecting the proper funding method.

Prerequisite
ACCT 2023 Principles of Accounting II, BLAW 2013 Legal Environment of Business.

Credit Hours/Contact Hours/Load Hours
3/3/3

Target Audience & Transfer
This course is designed for students interested in entrepreneurship and designed for students seeking the AAS Degree in Business Management with the entrepreneurial option. This course presents an overview of the funding process for entrepreneurial companies, both at startup and those that have some maturity. This course WILL NOT transfer to the Walton College of Business and might not transfer to other 4-year institutions.

Student Learning Outcomes
Students completing this course will:

- Recognize the importance of properly funding the entrepreneurial business.
- Evaluate the various types and sources of funding for entrepreneurial businesses.
- Determine the most appropriate type of funding for the particular entrepreneurial business.
- Prepare pro forma and other financial documents to graphically present current and long-term funding requirements.
- Research and analyze various governmental programs to determine if these are viable funding sources (i.e. SBIR, STTR, minor-owned business).
- Explain the different presentation methods for funding requests based on the type(s) of potential lenders, investors or governmental agencies.
- Present funding requests to potential mock investors.

Topics Covered

- Traditional funding methods
- Venture capital funds and angel investors
- Government grants
- Personal or family funds
- Entity selection
- Presentation of the funding request
- Business plans

Forms of Assessment

Written exams, quizzes, projects, presentations, exercises, and case studies.