ENTREPRENEURIAL FINANCE



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Entrepreneurial Finance Training Course builds the financing and valuation capability that founders, startup finance leads, and investors need to fund new ventures through each stage of growth. Entrepreneurial finance differs from corporate finance in one decisive way. A startup has no history, no stable cash flow, and no collateral, so value depends almost entirely on a credible future. Weak practice there produces bad term sheets, over-dilutive rounds, and cash runways that run out at the worst moment. This course develops the discipline that prevents those outcomes. It covers venture financing stages, valuation methods, and term sheet mechanics. Furthermore, it applies cash runway planning, cap table modelling, and investor negotiation. In addition, it develops exit planning and financial governance. As a result, participants finance ventures with clarity and control.

Entrepreneurial Finance Course Objectives

- Explain venture financing stages from pre-seed to growth capital.
- Identify funding sources: angels, VCs, debt, and grants.
- Apply startup valuation methods: VC method, comparables, and DCF.
- Analyse pre-money and post-money valuation mechanics.
- Apply term sheet terms: liquidation preference and anti-dilution.
- Build cap tables and model dilution across rounds.
- Plan cash runway, burn rate, and funding requirements.
- Build financial models for startups and early-stage ventures.
- Apply startup accounting, KPIs, and investor reporting practice.
- Plan exits: trade sale, secondary, and IPO pathways.

Course Methodology

- Interactive lectures with real startup financing and term sheet cases.

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- Valuation, cap table, and dilution modelling workshops.
- Runway, burn rate, and funding plan exercises.
- Term sheet negotiation and investor reporting practice.
- Structured peer review with facilitator feedback on financing plans.

Who Should Take This Course

- Startup founders and co-founders.
- Startup finance and operations leads.
- Venture capital and angel investors.
- Investment analysts covering early-stage companies.
- Incubator and accelerator programme staff.
- Advisors and consultants to startups.

Entrepreneurial Finance Course Outlines

Day 1: Venture Financing Landscape and Stages

- Venture lifecycle and the financing staircase.
- Bootstrapping, friends and family, and angel rounds.
- Venture capital stages: seed, Series A, B, and later rounds.
- Venture debt, revenue-based financing, and grants.
- Investor types, mandates, and stage preferences.
- Funding readiness and what investors actually review.
- Case study: mapping a startup's financing pathway.

Day 2: Startup Valuation Methods

- Why traditional valuation methods fail early on.
- Venture capital method and target return calculation.
- Multiples valuation using revenue and EBITDA comparables.
- Discounted cash flow adaptation for startup scenarios.
- Pre-money and post-money valuation mechanics.
- Valuation negotiation and expectation management.
- Workshop: valuing a startup using the VC method.

Day 3: Term Sheets, Cap Tables, and Dilution

- Term sheet structure and key clauses.
- Liquidation preference, participation, and pay-to-play.
- Anti-dilution provisions and full ratchet versus weighted average.
- Board composition, voting rights, and protective provisions.
- Cap table construction and fully diluted share counts.
- Option pools and employee equity schemes.
- Workshop: building a cap table and modelling dilution.

Day 4: Cash Management and Financial Modelling

- Burn rate, net burn, and cash runway calculation.
- Funding requirement planning and milestone-based raises.
- Unit economics: CAC, LTV, and contribution margin.
- Startup financial model structure and driver-based forecasting.
- Scenario planning for best, base, and worst cases.
- Working capital and revenue recognition basics for startups.
- Workshop: building a runway and funding plan.

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Day 5: Governance, Reporting, and Exit Planning

- Startup governance and board reporting routines.
- Investor reporting packs and KPI dashboards.
- Startup accounting essentials and audit readiness.
- Exit routes: trade sale, secondary sale, and IPO.
- Exit valuation, earn-outs, and deal structuring.
- Founder liquidity and post-exit considerations.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Entrepreneurial Finance, participants will gain a thorough understanding of venture financing stages and funding sources, startup valuation methods, term sheets, cap tables and dilution, cash management and financial modelling, and governance, reporting and exit planning. They will also acquire practical skills in venture financing stage and funding source assessment, startup valuation and VC method application, term sheet negotiation and cap table management, and startup cash runway planning, financial modelling and exit planning. In addition, the course prepares them to raise and manage capital with clear terms and disciplined cash control. Gentex Training Center delivers this programme with a strong focus on applied venture finance and investor-ready modelling.

FAQs for Entrepreneurial Finance course

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Q1 What is the "Entrepreneurial Finance" course about?

It is a five-day programme on funding and valuing new ventures. It covers venture financing stages, startup valuation methods, term sheets, cap tables and dilution, cash management and financial modelling, and governance, reporting and exit planning.

Q2 What are the key benefits of the "Entrepreneurial Finance" course?

Participants raise capital on clearer terms and control their cash. The course improves financing stage planning and investor targeting, sharpens valuation and VC method application, strengthens term sheet and cap table handling, improves runway and burn rate planning, and raises investor reporting and exit readiness.

Q3 What skills will I gain from the "Entrepreneurial Finance" course?

Participants gain venture financing stage and funding source assessment, startup valuation and VC method application, term sheet negotiation and cap table management, and startup cash runway planning, financial modelling and exit planning. These four skills cover the practical core of entrepreneurial finance work.

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Q4 What tools, methods, or standards are covered in the "Entrepreneurial Finance" course?

The course covers venture lifecycle and financing staircase analysis, bootstrapping and angel financing, seed, Series A, B and later venture rounds, venture debt, revenue-based financing and grants, investor mandate and stage preference analysis, funding readiness review, the venture capital method and target return calculation, revenue and EBITDA multiple comparables, discounted cash flow adaptation for startup scenarios, pre-money and post-money valuation mechanics, term sheet clauses including liquidation preference, participation and pay-to-play, anti-dilution provisions with full ratchet and weighted average, board composition, voting rights and protective provisions, cap table construction, fully diluted share counts, option pools and employee equity schemes, burn rate and net burn calculation, cash runway analysis, milestone-based funding requirement planning, unit economics including customer acquisition cost, lifetime value and contribution margin, driver-based startup financial model design, best, base and worst case scenario planning, working capital and revenue recognition basics, startup governance and board reporting, investor reporting packs and KPI dashboards, startup accounting and audit readiness, and exit routes including trade sale, secondary sale and IPO.

Q5 How is the "Entrepreneurial Finance" course applied in real-world practice?

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Participants apply the methods to real and simulated ventures. They map financing pathways and target the right investors, value startups with the VC method and comparables, negotiate term sheets covering liquidation preference and anti-dilution, build cap tables and model dilution across rounds, size option pools, calculate burn rate and runway, plan milestone-based raises, analyse unit economics, build driver-based financial models with scenarios, prepare investor reporting packs, and plan exit routes and structures. Many leave with a startup valuation model, a cap table template, and a runway and funding plan ready to use.