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| **Week** | **Monday** | **Wednesday** |
| 1  10/12 Apr | **No Class** | General Information  1. Introduction to Entrepreneurial Finance  2. Financial Planning |
| 2  17/19 | 3. Valuation of New Ventures  4. Stage of Venture Development  Exercises | 5. Early Sources of Funding  5.1. Bootstrapping  5.2. Debt Funding  **TN: Early-stage Companies and Financing Valuations** |
| 3  24/26 | 5. Early Sources of Funding  5.3. Incubators, Accelerators and Crowdfunding  5.4. Business Angels  **TN: New Venture Financing** | 6. Venture Capital, Private Equity and Corporate Venture Capital  7. Public Sources of Funding |
| 4  1/3 May | **Holiday** | 8. Deal Sourcing and Deal Screening  9. Term Sheets and Deal Structuring  **TN: A Note on Private Equity Securities** |
| 5  8/10 | **Business Angel Talk: Isabel Neves**  10. Capitalization Tables  **TN: New Ventures: Valuation, Financing and Capitalization Tables** | 11. Exiting Venture Investments  **TN: Deal Structure and Deal Terms** |
| 6  15/17 | **Visit to Start-Up Lisboa** | Case-study Cowdfunding  Presentation |