FIN 200-01/ENT 200-01: Introduction to Entrepreneurial Finance  
Fall 2018  
SOEB 226  
Tuesdays and Thursdays 11:00 to 12:15

I. Instructor  
James A. Milanese  
Bryan School Room 385  
(336) 334-4864  
E-mail: JAMILANE@UNCG.edu

Office Hours:  Tuesdays and Thursdays 12:30 to 2:00 or By Appointment

II. Required Text  

III. Course Objectives:  
1. Demonstrate the ability to understand the financial terminology and concepts that will enable an entrepreneur to be successful. Statements which flow from the accounting process with an emphasis on the balance sheet and the income statement.  
2. Understand financial statements, budgeting and working capital management.  
3. Develop an understanding of how business organizations operate and be aware of the events which have a financial impact upon them.  
4. Understand the time value of money concepts.  
5. Demonstrate an understanding of basic financial terminology and procedure.

IV. Final Grade Determination

<table>
<thead>
<tr>
<th>Exam/Project</th>
<th>Date</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam 1</td>
<td>September 6</td>
<td>15%</td>
</tr>
<tr>
<td>Exam 2</td>
<td>September 20</td>
<td>15%</td>
</tr>
<tr>
<td>Exam 3</td>
<td>October 2</td>
<td>15%</td>
</tr>
<tr>
<td>Exam 4</td>
<td>October 25</td>
<td>15%</td>
</tr>
<tr>
<td>Exam 5</td>
<td>November 8</td>
<td>15%</td>
</tr>
<tr>
<td>SCORE Spreadsheet Project</td>
<td>November 22</td>
<td>5%</td>
</tr>
<tr>
<td>Cumulative Final Exam</td>
<td>December 4 (noon – 3:00)</td>
<td>20%</td>
</tr>
</tbody>
</table>

Note: NO make-up exams will be given. If you miss one or more of the mid-term exams, and can provide documentation of a valid excuse, the weight of those exams will be added to the
final exam. If documentation cannot be provided, or the reason the exam is missed is not valid, a
grade of zero will be assigned. For the most part, a valid excuse will be defined as illness, a
death in the family or legal obligation (such as jury duty).

Anyone arriving late for an exam will only be permitted to take the exam or quiz at the discretion
of the instructor. A student arriving significantly late, without a valid excuse, will not be
permitted to take the exam and will receive a zero.

Your final grade will be based on the following scale:

<table>
<thead>
<tr>
<th>Score Range</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>92 – 100</td>
<td>A</td>
</tr>
<tr>
<td>90 – 91.9</td>
<td>A-</td>
</tr>
<tr>
<td>88 – 89.9</td>
<td>B+</td>
</tr>
<tr>
<td>82 – 87.9</td>
<td>B</td>
</tr>
<tr>
<td>80 – 81.9</td>
<td>B-</td>
</tr>
<tr>
<td>78 – 79.9</td>
<td>C+</td>
</tr>
<tr>
<td>72 – 77.9</td>
<td>C</td>
</tr>
<tr>
<td>70 – 71.9</td>
<td>C-</td>
</tr>
<tr>
<td>68 – 69.9</td>
<td>D+</td>
</tr>
<tr>
<td>62 – 67.9</td>
<td>D</td>
</tr>
<tr>
<td>60 – 61.9</td>
<td>D-</td>
</tr>
<tr>
<td>Below 60</td>
<td>F</td>
</tr>
</tbody>
</table>

The instructor reserves the right to adjust the student’s final grade by a maximum of one-
half point. This adjustment will only be made for students with regular class attendance and
participation.

V. Topics to be Covered

Chapter 1 Financial and Economic Concepts
Chapter 2 Financial Management and Planning
Chapter 3 Financial Statements
Chapter 4 Analysis of Financial Statements
Chapter 5 Profit, Profitability and Break-Even Analysis
Chapter 6 Forecasting and Pro Forma Financial Statements
Chapter 7 Working Capital Management
Chapter 8 Time Value of Money – Part I
Chapter 9 Time Value of Money – Part II
Chapter 10 Capital Budgeting

Important: All material in the assigned chapters is “fair game” for test questions, even if not
covered in class lectures. In addition, unless specifically told otherwise, students are responsible
for all lecture material, even if not covered in the text readings.

VI. Student Disabilities:

All students with a disability requesting special services must go through the Office of
Disabilities Services. If you are requesting special accommodations, please bring your paper
work from Disability Services directly to me the first week of class. All such information will be
help in confidence. The web link to this office is http://ods.dept.uncg.edu/services/.
VII. Student Conduct

Students are expected to conduct themselves in a professional manner at all times. This means, but is not limited to:

- Arriving for class on time
- Doing absolutely nothing during class that is disruptive or detracts from the learning experience of others
- Remaining in class for its duration

Any student disrupting this class will be asked to leave. If the conduct continues, the instructors reserve the right to drop the student from the class.

For an overview of specific University and Bryan School policies, please see the following links:

http://studentconduct.uncg.edu/policy/code/

www.uncg.edu/bae/faculty_student_guidelines.pdf

VIII. Honor Policy

All graded material for this class is subject to the UNCG Academic Honor Policy. If you are not familiar with this policy, please use the following link:

http://www.uncg.edu/reg/Policy/HonorPolicy.html