Instructor: James A. Milanese
Office: Bryan 385
Phone: 336-334-4864
Email: jamilane@uncg.edu

Office Hours: Tuesdays and Thursdays 11:00 to 12:30

Prerequisites: Successful completion of FIN 315.

FIN 335 is an elective course in the undergraduate finance degree program. A “C” or better is required to be used towards major.

Purpose of Course:

FIN 335/ENT 335: This course focuses on financial analysis, financial forecasting, financing, capital costs and working capital management of startup businesses and existing businesses in the early stages of development.

Course Objectives:

Upon successful completion of FIN 335/ENT 335 students will be able to:
1. Describe the basics of starting a business from a financial perspective.
2. Describe the basics of growing an existing business in the early stages of development from a financial perspective.
3. Analyze the financial statements of a start-up firm.
4. Calculate the profitability of a firm and conduct a simple valuation.
5. Evaluate working capital position of a start-up firm.
6. Effectively use Microsoft Excel to analyze finance related problems.
7. Recognize and discuss ethical issues

Required Text:

**Topics To Be Covered**

Please read and fully understand the following chapters from the required text:

CHAPTER 1 The Entrepreneurial Spectrum  
CHAPTER 2 Financial Statements  
CHAPTER 3 Financial Statement Analysis  
CHAPTER 4 Cash Flow Management  
CHAPTER 5 Valuation  
CHAPTER 6 Raising Capital  
CHAPTER 7 Debt Financing  
CHAPTER 8 Equity Financing

**How Graded**

<table>
<thead>
<tr>
<th>Exam</th>
<th>Date</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam 1</td>
<td>February 12</td>
<td>20%</td>
</tr>
<tr>
<td>Exam 2</td>
<td>March 21</td>
<td>20%</td>
</tr>
<tr>
<td>Exam 3</td>
<td>April 18</td>
<td>20%</td>
</tr>
<tr>
<td>SCORE Spreadsheet</td>
<td>April 23</td>
<td>10%</td>
</tr>
<tr>
<td>Cumulative Final Exam</td>
<td>May 3 (3:30 – 6:30)</td>
<td>30%</td>
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</tbody>
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**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.

**Final Grade Determination**:  

Your final grade will be based on the following scale:

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

No make-up exams will be given. If an exam is missed, the student must provide written documentation of a valid excuse – such as illness or death in the family. If documentation of a valid excuse is provided, the weight of the missed exam will be added to the final. If documentation of a valid excuse is not provided, a grade of zero will be assigned for the exam.
Guest Speakers

Throughout the semester, guest speakers may be scheduled for regular class sessions. When a guest speaker is scheduled, class attendance is mandatory, roll will be taken, and an undocumented absence will result in your final grade being reduced by one full letter grade for each session missed.

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

Students With Disabilities:

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

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