

Fall 2015

FIN 3301

Terry Hall
University of New Orleans

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Class Outline

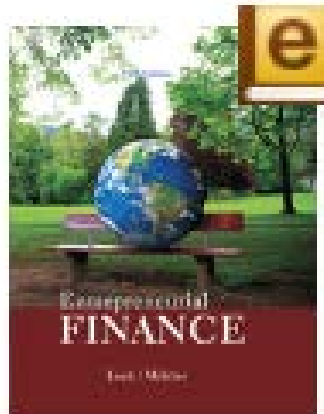
Entrepreneurial Finance

Author: Leach/ Melicher 5th Edition

Professor: Terry Hall, CPA, MBA, CRC

Terry Hall

Fall 2015



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General Information

Semester: Fall 2015

Department: Finance

Course and sections(s): Finance 3301 -601

Course Location: UNO Campus (Rm 226)

Class Time: Tuesday's 6:00 – 8:45 PM

First Day of Class: Tuesday, August 25, 2015

Last Day of Class: Wednesday, December 1, 2015

Final Exam Date: December 8th, 2015 (Time to be Determined)

Total anticipated enrollment: 30

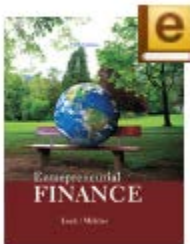
Instructor(s) Name: Terry Hall, CPA, MBA, CRC; Address as: "Mr. Hall" or "Professor Hall"

Contact Information:

Course Title: Entrepreneurial Finance

Author: Leach/Melicher

Text Purpose/Mission:



The purpose of the textbook is to introduce financial thinking, tools, and techniques adapted to the realm of entrepreneurship. While much of traditional financial analysis may not be ideally suited to the venture context, there is great value in applying venture adaptations. This entrepreneurial finance text introduces the theories, knowledge, and financial tools an entrepreneur needs to start, build, and harvest a successful venture.

Publisher: Cengage

Edition/Copyright Year: 5th Edition / 2010

Materials: Current text book, calculator, notebook, pens etc.

Class Assignments: Currently, no homework or class assignments are scheduled for this class (Subject to change). *Reading the chapters, attending class, and working chapter questions is strongly recommended.*

Teacher Profile

Mr. Hall has 33 years' experience in the banking/finance industry and has served in a variety of high level financial management positions, including CFO and Finance Director for small business. Currently, he is a SVP for Whitney Bank in New Orleans; his job title is Senior Regional Credit Officer. Mr. Hall is a licensed CPA and holds a Masters of Business Administration from the University of New Orleans. He attended the Graduate School of Commercial Lending at the University of Oklahoma and the Graduate School of Banking at Louisiana State University. His undergraduate degrees include a BS in Accounting and Business Administration from UNO. In 2011 he obtained his Credit Risk Certification (CRC) from

the Risk Management Association (RMA). Mr. Hall also teaches Entrepreneurial Finance during the fall semester.

Academic Integrity and Dishonesty:

Academic integrity is fundamental to the process of learning and evaluating academic performance. Academic dishonesty will not be tolerated. Academic dishonesty includes, but is not limited to, the following: cheating, plagiarism, tampering with academic records and examinations, falsifying identity, and being an accessory to acts of academic dishonesty. Refer to the Student Code of Conduct for further information. The Code is available online at <http://www.studentaffairs.uno.edu>.

Accommodations for Students with Disabilities:

It is University policy to provide, on a flexible and individualized basis, reasonable accommodations to students who have disabilities that may affect their ability to participate in course activities or to meet course requirements. Students with disabilities should contact the Office of Disability Services as well as their instructors to discuss their individual needs for accommodations. For more information, please go to <http://www.ods.uno.edu>.

Assignments:

Students may be required to complete and hand in certain assignments. Hand-in assignments must be neat, orderly, and legible. Failure to complete and hand in required assignments when due will be considered in determining the assignments portion of overall grade. All assignments must be on 8½"x11" or 8½"x14" (as assigned) paper and must have date and student's name prominently displayed on the front page. All multi-page hand-ins must be securely fastened together with staples or binder clips. Loose pages and paper-clipped pages will not be accepted. Ring binders, pocket folders, hard covers, and color paper are not required and will not be accepted.

Attendance Policy:

Timely arrival and attendance in scheduled classes is important to your final grade. Students are required by Instructor and/or University policy to prepare for, attend, and pay attention in ALL scheduled classes. Recurring late arrivals or early departures, missed classes, or talking, sleeping, texting, and doing other courses' work in class will reduce your attendance grade. Repeated violations of class or University policy may result in ejection from class and/or the course. Students' questions and comments in class must be constructive, non-offensive, and relevant. Unexcused absences will negatively affect your Class Attendance grade, as described below. Note: Doctors' appointments and other discretionary conflicts with scheduled classes are not acceptable reasons for missing classes.

Special Attendance Requirement for Once-Weekly Classes:

Each once a week class equates to two 1½ hour classes. **Therefore, each absence from a weekly class equates to double absence of a twice-weekly class.** You are strongly encouraged to attend each class. If, in the Instructor's sole opinion, a student has attended at least half of a scheduled once-weekly class

(by arriving late or departing early), s/he may receive credit for such attendance at the Instructor's discretion.

Excused Absences:

Students may request excused absences. Requests for excused absence(s) must be submitted in writing or by email within 10 days of the absence date(s) and must include your full name, the specific date(s) missed, and reasonable explanation for the absence(s). Failure to timely seek excused absences will result in denial of excused absence status, regardless of the reason for the absence(s). If requested to do so, students promise cooperation in documenting reasons for absences.

Quizzes: (15% of Total Grade)

A quiz will be given for each chapter covered in the prior week's class and will be primarily **based on the text material**. The quiz will consist of ten multiple choice and/or true/false questions. Some quizzes may have bonus questions attached. Bonus questions may or may not be primarily based on text material.

The quizzes will be graded and returned at the beginning of the following week's class. Due to time constraints, all questions about the quiz grades will be taken up after the class lecture. **Students will be allowed to drop 1 quiz grade.**

Make-up Quizzes

If you have an excused absence from class, you will be eligible for a make-up quiz at the beginning of the following week's class. The quiz will be graded prior to starting class and returned to you after all make-up quizzes are graded and distributed to the students. You will need to arrive at class for 5:30 PM. **You can only make-up a quiz that was given for the prior week.** **If you miss a quiz and you do not take the make-up in the following week's class, you will receive a zero grade for that quiz.**

Class Participation: (5% of Total Grade)

Participation includes (In Class participation, Attendance, Assignments, "Paying attention", etc).

Mid-Term Exam: (40% of Total Grade)

The mid-term exam will consist of 60 multiple choice and/or True False questions. You will have two hours to complete the exam. The exam will include questions related to class lectures and text material. You will need to bring the "Green or Blue Scantron" for test taking. **Please do not forget to bring the necessary items needed for your exams, i.e. scantrons, pencils, calculator, etc.**

Final Exam: (40% of Total Grade) – Non Cumulative

The final exam will consist of 80 to 100 multiple choice and/or true false questions. The exam is non-cumulative and you will have 2.5 hours to complete the exam. The exam will include questions related to class lectures and text material and will be weighted toward new material not covered in the mid-term exam. **Please do not forget to bring the necessary items needed for your exams, i.e. scantrons, pencils, calculator, etc.**

Make-Up for Mid-term and Final Exams

Everyone is expected to take these two important exams as scheduled. Make-up exams will only be given for special circumstances and will be at the sole discretion of the teacher. **A zero grade will be given for any exam not taken when scheduled.**

Note: Due to work limitations, I cannot proctor make-up exams. This will have to be coordinated through the Finance Department. No grades will be posted until all Exams have been taken and graded.

Final Grade Determination:

Quizzes 15% - Participation 5% - Mid-Term Exam 40% - Final Exam 40%. (90-100=A, 80-89 = B, 70-79 =C, 60-69 = D, Below 60 = F.

The key to doing well in class is:

1. Read Chapters and prepare for quizzes.
2. **Do not study the power points and assume that will suffice.**
3. Attend class and ask questions if you don't understand something.

Grade Curve:

If the statistics warrant a grade curve, it will be at the end of the Final Exam when all grades are totaled.

Office Hours:

I do not have an office at the University. Meetings can be arranged in advance and will be held from 5:30 to 6:00 on the day of the class. The class room will be used as the meeting place. Advance notice is required. I will also be available after class if that works for you.

E-mail Communications:

Email is the preferred and most efficient way to communicate with me. Telephone communications and messages are accepted but discouraged due to business matters throughout the day. If you prefer not to e-mail, you can hand-deliver correspondence to me in class. You can use my home e-mail: tbhall12@cox.net for the evenings and my business e-mail: terry.hall@whitneybank.com for day communication. I don't typically use my UNO e-mail address so please do not send me e-mails at that address.

Skipped Chapters:

Certain Chapters and/or chapter sections may not be covered in this class due to time and complexity. Below are the chapters that will be covered. Certain sections of these chapters may be excluded but you will be advised accordingly.

CHAPTER OUTLINE

SUBJECT TO CHANGE	
DATES	CHAPTERS
Tuesday, August 25, 2015	CHAPTER 1 Introduction to Finance For Entrepreneurs
Tuesday, September 01, 2015	CHAPTER 2 Developing the Business Idea
Tuesday, September 08, 2015	CHAPTER 3 Organizing and Financing the new business
Tuesday, September 15, 2015	CHAPTER 4 Preparing and Using Financial Statements
Tuesday, September 22, 2015	CHAPTER 5 Evaluating Operating and Financial Performance
Tuesday, September 29, 2015	CHAPTER 6 Managing Cashflow
Tuesday, October 06, 2015	Mid-term Exam Review
Tuesday, October 13, 2015	Mid-term Exam
Tuesday, October 20, 2015	CHAPTER 7 Types and Cost of Financial Capital
Tuesday, October 27, 2015	CHAPTER 8 Securities Law Considerations When Obtaining Venture Financing
Tuesday, November 03, 2015	CHAPTER 9 Projecting Financial Statements
Tuesday, November 10, 2015	CHAPTER 12 Professional Venture Capital
Tuesday, November 17, 2015	CHAPTER 13 Other Financing Alternatives
Tuesday, November 24, 2015	CHAPTER 15 Harvesting the Business Venture Investment CHAPTER 16 Financially Troubled Ventures
Tuesday, December 01, 2015	Final Exam Review
Tuesday, December 08, 2015	FINAL EXAM
Monday, December 14, 2015	Final Grades to be posted by 9AM