



Venture Capital

Spring 2007
Tuesdays/Thursdays 10:30am to 11:50am
Room KMEC 3-110

Prof. Roy C. Smith
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<u>Date</u>	<u>Subject and Readings</u>
1/23	Introduction, Course Orientation (a) Case (read in class): <i>Billpay.com</i> (b) Read: "The Entrepreneurs," from <i>The Wealth Creators</i>
1/25	Economics of Opportunity (I) (a) Lecture: A Framework for Studying Entrepreneurial Finance (b) Reading: Harvard/MIT note on " <i>Angel Investing</i> "
1/30	Economics of Opportunity (II) (a) Case: <i>US Cybersites, Inc.</i> (b) Prepare and hand in <u>Problem #1</u> re VC investments
2/1	Venture Capital Investing (a) Case: <i>Pennell Venture Partners</i> (b) Read: HBS " <i>Note on the Private Equity Fund Raising Process</i> " (c) <u>Problem #2</u> Re VC Funds
2/6	Venture Capital Investing (a) Case: <i>Vermeer Technologies</i>
2/8	Valuation and Contracting (a) Case: <i>Hotmail</i> (b) Read HBS Note "Valuation in Private Equity Settings" (c) Prepare and hand in " <u>Problem #3</u> re Hotmail"
2/13	Valuation and Contracting (a) The Dark Side of Valuation, by Aswath Damodaran (b) Reading: " <i>Term Sheet Glossary</i> " (c) Case: <i>ABC Corporation</i>
2/15	Intellectual Property Valuations (a) Case: <i>Aberlyn Capital</i> (b) Prepare and hand in <u>Problem #4</u> re Aberlyn

- 2/20 Corporate Partners in Venture Capital
(a) Case: *Parenting Magazine*
(b) Prepare and hand in Problem #5 re Parenting
- 2/20 Venture Capital Investing and Control
(a) Case: *Lazard Technology Partners*
(b) Managing Venture Capital Investments, by Roy C. Smith
- 2/22 Harvesting VC Investments
(a) Lecture on achieving exits for VC investments
(b) HBS Note: "The Initial Public Offering Process"
- 2/27 Exiting VC Investments
(a) Case: *ImmuLogic Pharmaceutical Corp.*
(a) Prepare and hand Problem #6 re ImmuLogic.
- 3/1 Exiting VC Investments
(a) Case: *Nantucket Nectars*
- 3/6 Exiting VC Investments
(a) Case: *RightNow Technologies*
- 3/8 Final Exam 1:20 minutes (closed book, "cheat sheet" allowed)