



COURSE SYLLABUS
ENTP/FIN 6315-001, FALL 2013
ENTREPRENEURIAL FINANCE
The University of Texas at Dallas

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Course Information:

Course Number Section: **ENTP/FIN 6315-001**
Course Title: **Entrepreneurial Finance**
Term and Dates: **Fall 2013**
Time: **Wednesday, 4:00-6:45 PM**
Class Location: **JSOM 2.903**

Professor Contact Information

Professor: **Madison Pedigo**
Office Phone: **972-883-4481**
Email Address: **mpedigo@utdallas.edu**
Office Location: **JSOM 2.411**
Office Hours: **After class or by Appointment**

COURSE PREREQUISITES:

Prerequisite: FIN 6301 or consent of the instructor.

COURSE OBJECTIVES:

The objective of this course is to build skills and knowledge in the financing of entrepreneurial ventures. Entrepreneurial Finance concerns not only the processes of financing and investing in start-up companies, but also the changes to the initial financing mix that may be required as start-up companies mature and grow. Topics include valuation, capital structure, forecasting, the market for venture capital and private equity, the decision to go public or remain private, alternative financing arrangements, and the differential marketability and liquidity of the securities used to finance non-public firms.

LEARNING OBJECTIVES/STUDENT OUTCOMES:

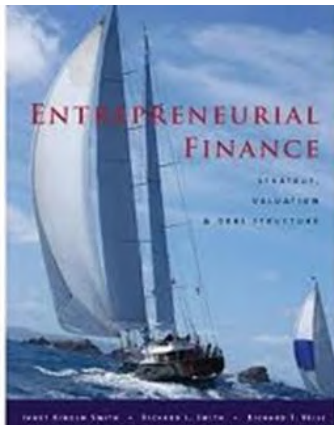
We will rely on case studies, outside readings, class lectures, guest lectures, and the assigned text book to cover the above topics. We will also use material from the optional reference, but the information will be covered as part of lecture so you do not need to purchase the optional textbook. Guest lecturers are expected to include all or some of the following: entrepreneurs, VC's, angel investors, private equity firms, corporate investors, attorneys, and other investment professionals. Students need to participate in all class discussions. Two cases will require individual written submissions. You will work in groups on three of the cases, which will also require written submissions. You will need to determine who you want to team with and sign up for a group using the group formation tool in eLearning by **9/11/13**. (Also see the Grading Information and Group Project Sections below regarding team activities.)

Upon successful completion of this course, students will be able to:

1. Identify sources of start-up and growth capital and be able to choose appropriately
2. Value companies as they evolve from seed stage to late stage private companies. This includes analyzing, evaluating and assessing the present and future value of an entrepreneurial venture and including any impact on the proposed or associated capital structure.
3. Analyze financial statements and apply financial tools and techniques to the projection of cash flows for new and developing ventures
4. Discuss terms typically found in an investor term sheet and their impact on the company and on ownership in future financing rounds
5. Design exit strategies and make tradeoffs in assessing growth through internal/external financing, acquisition, or IPO
6. Understand how to assess a license or strategic partnering agreement

REQUIRED COURSE MATERIALS:

- **Either** of the following two textbooks may be used as a reference during the course. (Lecture will include materials from both textbooks, but just order one of these).



1. Smith, Smith, and Bliss, 1st edition, "Entrepreneurial Finance, Strategy, Valuation and Deal Structure", ISBN: 978-0-8047-7091-0. (This book can be ordered through the Off Campus Bookstore.)

or,



2. Leach and Melicher, 4th edition, "Entrepreneurial Finance"; ISBN # 13:978-0-538-47815. (This book



can be ordered through the UT Dallas bookstore.)

- **Cases:** A package of 10 business cases and 9 reading assignments are required that are organized into 11 assignments (if you include the research report and the group presentation, the course includes a total of 13 assignments). Reference the case and reading list below, and the list of assignments and class schedule later in syllabus. Two cases are individual written assignments that require a written analysis to be submitted in advance, followed by discussion in class. Three cases are group written assignments that require you to work with your group to prepare a written analysis that is submitted in advance and then discussed in class. The remainder of the cases are reading and analysis cases that require reading and preparation in advance and discussion in class, but do not require you to turn in a written analysis. A list of the required cases is provided below.

List of Cases/Notes: (All Cases/Topics, whether written or not, also require discussion in class each week).

Harvard Business School

9-204-126	Cartwright Lumber Case
Handout	Returns to Angel Investors in Groups
9-811-046	The Changing Face of Angel Investing
9-898-188	Band of Angels Case
N9-811-036	Risk and Reward in Venture Capital
9-811-093	Financing New Ventures
9-801-358	Term Sheet Negotiations for Trendsetter
9-802-141	Endeca Technologies (A)
9-812-033	PunchTab, Inc.
9-813-017	Convertible Notes in Angel Financing
Handout	Venture Debt
9-812-016	U.S. Universities and Technology Transfer
9-812-072	SecondMarket- Providing Liquidity for Shareholders of Privately Held iContact
9-294-084	Note on Private Equity Partnership Agreements

Stanford

E-468	Facebook in 2012 Case
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Richard Ivey School of Business

W12324	Frozen Food Products Case: Cost of Capital
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9B06M005 Note on International Licensing (This case must be downloaded from iveycases.com)

Darden

UV2526 The Early-Stage Term Sheet

UV0255 Calaveras Vineyards

North American Case Research Association

NA0054 Sula Vineyards

- **Course Packet:** An online course pack will be available at <https://cb.hbsp.harvard.edu/cbmp/access/20575748> that will allow download of all cases together, or if you prefer, you can separately download them, except for the Richard Ivey Note on International Licensing. The latter case will need to be downloaded from the Richard Ivey website (<http://www.iveycases.com>, or <https://www.iveycases.com/ProductView.aspx?id=32185>). The UT Dallas bookstore is no longer ordering hard copies of case packs, although a hard copy of the case pack should be available through the Off Campus bookstore.. Items listed as handouts will be provided during class.
- **In addition to the cases and readings listed above, a Research Report and Group Presentation are also required as part of the course.**

TECHNICAL AND COMMUNICATIONS REQUIREMENTS:

eLEARNING SYSTEM:

To get familiar with the eLearning tool, please see the [Student eLearning Tutorials](#).

UTD provides eLearning technical support 24 hours a day/7 days a week. The services include a toll free telephone number for immediate assistance (1-866-588-3192), email request service, and an online chat service. Please use this link to access the UTD eLearning Support Center:
<http://www.utdallas.edu/elearninghelp>.

Direct any email communication to the professor through eLearning. A University policy to protect student privacy directs that faculty are not required to answer student emails unless they are from a UTD account. This means that the professor may not respond to emails unless they come through eLearning.

INTERACTION WITH PROFESSOR:

The professor will communicate with students in class and through the eLearning system. Students may send personal concerns or questions to the professor using the course Message tool. The professor will reply to student emails or Discussion board messages within 2 working days under normal circumstances, and will generally check eLearning email daily during the regular Monday



through Friday week period. However, please remember that the professor is a human like the students, with other class requirements, family obligations and outside commitments.

ASSIGNMENTS AND CLASS SCHEDULE:

Class/Due Date	Unit #	Assignment #	Case/Assignment Name**	Type of Case/Assignment	Grade Weight	Textbook	Additional Reference	Comments
8/28/13	1	-	Course Intro	-	*	Smith Chs 1-2	-	-
9/2/13	Labor Day							
9/4/13	2	1	Cartwright Case	Reading and Discussion	*	Smith- Ch 8	Leach- Ch 4-5	Ratios; Basic Fin Stmt Interpretation; Sources and Uses of Cash
9/11/13	3	2	Frozen Food Products Case; Reading- The Early Stage Term Sheet	Reading and Discussion; Teams Formed	*	Smith- Ch 9; Ch 10, Pages 400-403	Leach- Ch 7	Cost of capital, levered and unlevered, DCF, Capital Structure
9/18/13	4	3	Calaveras Vineyards Case	Individual Written Case Analysis; Also Discussed in Class	10%	Smith- Ch 10	Leach- Ch 9-10	Basic DCF and Multiples Valuations, Selection of COC and Beta, Credit Analysis, 5C's of Credit, M&A Setting
9/25/13	5	4	Band of Angels Case; Reading- Changing Face of Angel Investing; In Class Handout- Returns to Angels in Groups	Group Written; Also Discussed in Class	10%	Smith- Pages 39-40, and 70-71	Leach- Ch 3	Angel Investing
10/2/13	6	5	Reading- Risk and Reward in Venture Capital; Reading- Financing New Ventures; Note on Private Equity Partnership Agreements	Reading and Discussion; Two Topics for Research Report Due	*	Smith- Ch 3	Leach- Ch 11	VC Investing
10/9/13	7	6	Endeca Case	Reading and Discussion	*	Smith- Ch3, Pages 110-111	Leach- Ch 13	Term Sheets, Deal Terms, Cap Tables, Down Rounds, Anti-dilution; Insider versus External Term Sheet at Series C
10/16/13	8	7	Trendsetter Case	Group Written; Also Discussed in Class	10%	Smith- Ch3 Pages 110-111; Ch 13, Pages 529-545	Leach- Ch 13	More detailed overview of Term Sheets and detailed analysis of competing Term Sheets
10/23/13	9	8	PunchTab Case; Reading- Convertible Notes in Angel Financing	Reading and Discussion	*	None	None	Angel Investing/Angel Versus VC Financing; Convertible Notes; Caps on Convertible Notes
10/30/13	10	9	Facebook Case	Group Written; Also Discussed in Class	10%	Smith- Ch 15	Leach- Ch 8, 14	IPO; Securities Laws
11/6/13	11	10	Reading- U.S. Universities and Technology Transfer; Reading- Note on International Licensing	Reading and Discussion	*	None	None	Technology Transfer; Licensing
11/13/13	12	11	SecondMarket Case- Providing Liquidity for iContact; Overview of Venture Debt	Reading and Discussion	*	None	None	Secondary Markets; Venture Debt
		12	Individual Research Reports Also Due	Individual Written Research Reports Are Due	10%	N/A	N/A	N/A
11/20/13	13	12	Sula Vineyards Case	Individual Written Case Analysis; Also Discussed in Class	15%	Smith- Ch 8, Pages 297-315	Leach- Ch 6	Capital structure, Additional Funds Needed, Proforma Fin Statements
11/25-11/30	Fall Break							
12/4/13	14	13	Group Presentations Begin	Group Presentations Begin	10%	None		
12/11/13	15		Group Presentations Continue	Group Presentations Continue; Peer Evaluations Due				
			*Participation in all class discussions/activities		25%			
** All assignments are due at the beginning of class on the date shown in the first column. The instructor may revise the schedule or the assignments during the semester, and if so, any changes will be discussed in class.								



GRADING AND ASSESSMENT:

GRADING INFORMATION:

The list of assigned readings and cases is provided under the Required Course Materials Section. Supplemental reading materials may be posted electronically. Advance preparation and enthusiastic participation in all class discussions is an important part of the learning experience in this course and will be evaluated.

RESEARCH REPORT

An individual written research report is required on a topic related to the course, such as start-up financing, term sheet terms, trends in the venture capital industry, angel investment, evaluation of a VC firm, valuation techniques, crowd sourcing, etc. The report topic needs to be approved in advance, but in general, this is a chance for you to dive deeper in an area of interest. Each student should submit two (or more) rank ordered report topics for approval by **10/2/13**. Research Reports will be due on **11/13/13**. Submit in word format with embedded or attached exhibits. Maximum length of Research Report is 12 pages including exhibits (typed, double spaced).

FORMATION OF GROUPS

A significant amount of the work in this course will be performed in groups. Students should form groups (~5-8 members) during the first two weeks of the course. It is important that you select your groups to include a diverse set of skills and make sure that at least one member is proficient in accounting, finance, and spreadsheet analysis. Students may sign up for a group using the signup sheet in eLearning. Students without teams at that time will be assigned to teams by the instructor. The team members will be collectively responsible for analyzing and preparing written solutions to the assigned group cases, and reviewing the research reports prepared by their individual team members and developing a PowerPoint presentation that summarizes the highlights of one or more selected research reports. For the presentation assignment, the team can elect to report highlights from one research report or from multiple research reports. The main purpose is to share the content and lessons learned from the research reports with the rest of the class. Each team will have 15 minutes to present with 5 minutes of Q&A. One team member will submit an electronic copy of each written assignment prior to the due date. The grades earned on Team Projects will be assigned equally to each group member, subject to individual adjustment based on the instructor's assessment of the student's presentation (for the group presentation) and based on the Peer Evaluation inputs (each team member must contribute equally based on their peer evaluation to qualify for the full team grade—as described in the peer evaluation note). All students will present as part of the team presentation. Students must sign up for a team online no later than **9/11/13**. Group grades will be individually adjusted based on the Peer Evaluations (see Peer Evaluation Section below.)

There are no quizzes or exams. The last individual written case assignment takes the place of a final exam.

All students will be required to read all of the cases, think about the questions posted in advance by the instructor, if any, and prepare for and participate in class discussions for every case and assignment, with a participation grade assigned based on the individual's participation (quality of comments, contributions to the overall discussion, and reasonable level of participation). For cases assigned to one or more groups, the group(s) assigned will be responsible for completing a written analysis of the cases (based on the questions posted by the instructor for each case). The assigned group will be graded on their written analysis of the case with participation in discussions graded individually. In general, there can be multiple answers to the case questions depending on interpretation, and points will be awarded based on your analysis, rationale and support, with individual assessment of participation. The Calaveras Vineyards, Sula Vineyards and the Research Report will be completed individually. For the individual cases, grading will be based on your written analysis and your participation in class discussion. Cases designated as reading and discussion should be read by all students with all students participating in class discussion of the case.

Overall, your grade will be based on your two individual written case assignments, participation and adding value to all discussions of the cases, guest lectures, and lectures, your individual research report, and your group's presentation of your team's research reports (or research report excerpts). Note, all assignments must be turned in using Microsoft Office (Word files for the case analyses with Excel files embedded as appropriate, and PowerPoint slides for the group presentation. The group presentation must be in PowerPoint format (no Prezi or



Adobe formats). Also see case analysis rubric that will be used in grading the individual and group written case assignments. The instructor may offer bonus points for extra work, and if so, this opportunity will be made available for all students.

SPECIAL ASSIGNMENT:

Research Report:

GRADE WEIGHTINGS:

Individual written analysis of two cases (Calaveras- 10%; Sula Vineyards- 15%)	25%
Group written analysis of three cases (10% each)	30%
Written Research Report (an Individual Assignment)	10%
Group Presentation of Research Report Highlights	10%
Participation in all class discussions	<u>25%</u>
Total	100%

GRADING SCALE:

Scaled Score	Letter Equivalent
97-100	A+
93-96	A
90-92	A-
87-89	B+
83-86	B
80-82	B-
77-79	C+
74-76	C
70-73	C-
>70	P
Less than 70	F
Incomplete	I

ACCESSING GRADES:

Students can check their grades by clicking “My Grades” under Course Tools after the grade for each assessment task is released.

COURSE AND INSTRUCTOR POLICIES:



SELF INTRODUCTION:

Each student should post a Self-Introduction on the Discussion Board of eLearning prior to the first class session, and no later than the end of the first week of class. Guidelines are provided on the eLearning group formation section. This information will assist in the formation of groups for the course.

PEER EVALUATION:

A peer evaluation process will be utilized to adjust individual grades on all group assignments. The peer evaluation form (included at the back of the syllabus) should be completed individually and emailed through eLearning or printed, signed and turned in during class by or before **12/11/13**. Late inputs of peer evaluations may or may not be accepted at the discretion of the instructor.

CLASS DISCUSSIONS:

You will be expected to participate regularly in all discussions. A great deal of learning takes place when you share your experiences with others.

POLICY ON SERVER UNAVAILABILITY OR OTHER TECHNICAL DIFFICULTIES:

The university is committed to providing a reliable online course system to all users. However, in the event of any unexpected server outage or any unusual technical difficulty which prevents students from completing a time sensitive assessment activity, the professor may adjust the time windows and provide an appropriate accommodation based on the situation. Students should immediately report any problems to the professor and also contact the UTD eLearning Help Desk: <http://www.utdallas.edu/elearninghelp>, 1-866-588-3192. The professor and the UTD eLearning Help Desk will work with the student to resolve any issues at the earliest possible time.

DUE DATES:

Written assignments will be due on the date assigned and must be accessed and submitted through the Assignments icon in the corresponding session of the eLearning system. Late work will not be accepted without substantial penalty and only at the discretion of the instructor. Please reference the due dates for each assignment in the detailed schedule provided in this syllabus. If you have a conflict, you need to contact the professor before the due date and the professor will find an earlier date for you to turn in the assignment.

DOCUMENT FORMATS:

Effective written and oral communications are critically important in the business world. It is equally important that students "put their best foot forward" in classroom presentations and written assignments. Poor organization, convoluted sentence structures, mangled grammar and misspelled words have no place in effective communications, and will be considered in the evaluation of your work and ideas.

ALL DOCUMENTS- Your name (or the group identification and names of all group members for group assignments) the course number, and the date, should appear in a header at the beginning of each page of a document.

GENERAL WRITTEN DOCUMENTS- Any written assignments should be submitted in Word with embedded or accompanying excel files as appropriate. Please label any excel spreadsheets or exhibits and appropriately reference in the Word document. A list of references should be attached for the research report. Cover pages, charts or exhibits, and lists of references are not included in the page count. The manuscript should use 11-12 point type, double-spaced, with 1" margins all around. Appropriate titles and section headings should be used. Number all pages. Put your name on your papers.

The Group Presentation Should be in Microsoft PowerPoint format.

OUTLINE FORM RESPONSE- Other than the research paper, all assignments may be completed in an outline format (as long as each item in the outline completes a thought). Include the reference number (question 1, 2, 3, etc.) and a statement of the question followed by a prioritized list of the key items in your response.



ESSAY FORM RESPONSE- If you prefer, you can use a narrative response format on any written assignment. The research paper will also need to be in narrative format. When using a narrative format, the professor will expect a well organized paper that addresses the case questions and uses section headings, bulleted lists, charts and exhibits as appropriate to clearly communicate your message.

ELECTRONIC SUBMISSION INSTRUCTIONS:

When you submit your assignments in eLearning system, the file name should identify the course, assignment name, your name or group ID, and date you submitted it. Use the format in the two examples shown below.

Individual Assignment: "FIN6315-JohnDoe-CalaverasCase-9-18-13.doc"

Group Assignment: "FIN6315-Group-X-EndecaCase-10-16-13.doc"

The cover sheet of any written submittal must also include the names of all of the group members.

CASE ANALYSIS GUIDELINES:

Written assignments will require the analysis of case situations. Preparation for class discussions will also frequently require the analysis of a case situation. Case analysis assignments are designed to evaluate and develop your skills in:

- Identifying and analyzing key issues and drivers in the case, overall knowledge of case, effectiveness in responding to questions, and demonstration of knowledge of financial analysis techniques where applicable.
- Effectiveness in supporting and reasonably defending your analysis and position whether your position is the best answer possible or not

For some cases, specific questions will be provided in advance of each assignment. In general, there are no "right" or "wrong" answers for a specific case – different approaches and insights are possible, depending on your individual perspective and approach. Regardless of your approach and conclusions, the professor expects you to make reasonable recommendations that: (1) address the identified issues; (2) follow logically from your analysis and conclusions; and (3) make sense (are feasible) in the context of the case situation. Please also see the Case Analysis Rubric that we be used in grading all case assignments.

GROUP PROJECTS:

You will be required to work in a group, with 4-8 students per group. Each student should post a Self-Introduction in the Discussion area of eLearning prior to the first class. This information will be used to set up my grade book and assist in the formation of groups for the course. Sign up on-line for a group **by 9/11/13**. If necessary, the instructor will assign students to group.

A discussion area will be set up on the discussion board for internal group communications. A web conference system is available for use. Teams can schedule a live web conference for team work. Please see [Web Conferencing page](#) for instructions on making a reservation and other web conference information.

ASSIGNMENT SUBMISSION INSTRUCTIONS:

You will submit your assignments (in the required file format with a simple file name and a file extension) by using the Assignments tool on the course site. Please see the Assignments link on the course menu or see the icon on the designated page. You can click each assignment name link and follow the on-screen instructions to upload and submit your file(s). Please refer to the Help menu for more information on using this tool. **Please note:** each assignment link will be deactivated after the assignment due time. After your submission is graded, you may click each assignment's "Graded" tab to check the results and feedback.



Cases will be assigned to each group. For group assignments, one group member will submit the assignment for the group by the due date. All students will be able to see the submission. All students should participate in discussion of the cases in class.

Locate the assignment in your eLearning course. You will submit your assignments in the required file format with a simple file name and a file extension. To submit your assignment, click the assignment name link and follow the on-screen instructions to upload and submit your file(s). For additional information on how to submit assignments, view the [Submitting An Assignment video tutorial](#).

Please Note: Each assignment link will be deactivated after the assignment due time. After your submission is graded, you may go to My Grades on the course menu and click the score link to check the results and feedback.

PARTICIPATION/DISCUSSIONS:

Students should review all lectures, guest lectures, and posted information, as well as reading the text book. Active participation in class discussions will be a significant portion of your grade. (Also see the Grading Information Section)

For each case that is assigned to a group, the assigned group will be responsible for completing a written analysis of the case (based on the questions posted by the instructor). The assigned group will be graded based on their written analysis of the case and their effectiveness in supporting their position. Please note, in general, there can be multiple answers to the case questions depending on interpretation, and points will be awarded based on your analysis and rationale and ability to support. Also see the Case Analysis Rubric that will be used for grading the case assignments.

Two cases are assigned as individual written assignments, with the remainder of the cases being either group written cases or individual cases that only require reading and class participation. For the two individual written cases, each student will be responsible for submitting a written response to questions posted in advance by the instructor. Each student will also be expected to participate in the discussion of these cases. The grading rubric will also apply to these cases on an individual basis.

All students will be required to read all of the cases (whether the case is assigned to a group or not), think about the questions posted by the instructor or by the lead group (for group cases), and prepare for and participate in class discussion of each case, with a participation grade assigned based on individual participation (quality of comments, contributions to the overall discussion, and reasonable level of participation).

TESTS/QUIZZES:

N/A

FINAL EXAMINATION:

None. (The last individual written case assignment will take the place of a final exam.)

STUDENT RESOURCES:

The following university resources are available to students:

UTD Distance Learning: <http://www.utdallas.edu/elearning/students/cstudents.htm>



McDermott Library: Distance Learners (UTD students who live outside the boundaries of Collin, Dallas, Denton, Rockwall, or Tarrant counties) will need a UTD-ID number to access all of the library's electronic resources (reserves, journal articles, ebooks, interlibrary loan) from off campus. For UTD students living within those counties who are taking online courses, a Comet Card is required to check out materials at the McDermott Library. For more information on library resources go to <http://www.utdallas.edu/library/distlearn/disted.htm>.

SCHOLASTIC HONESTY:

The University has policies and discipline procedures regarding scholastic dishonesty. Detailed information is available on the [UTD Judicial Affairs](#) web page. All students are expected to maintain a high level of responsibility with respect to academic honesty. Students who violate University rules on scholastic dishonesty are subject to disciplinary penalties, including the possibility of failure in the course and/or dismissal from the University. Since such dishonesty harms the individual, all students and the integrity of the University, policies on scholastic dishonesty will be strictly enforced. See further details in the University Policies section below.

COURSE EVALUATION:

As required by UTD academic regulations, every student will be asked to complete an evaluation for each enrolled course at the end of the semester. An online instructional assessment form will be made available for your confidential use. Please look for the course evaluation link on the course Home Page towards the end of the course.

UNIVERSITY POLICIES:

The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus.

Please go to <http://go.utdallas.edu/syllabus-policies> for these policies

TECHNICAL SUPPORT: If you experience any problems with your UTD account, you may send an email to: assist@utdallas.edu or call the UTD Computer Helpdesk at 972-883-2911.

OFF-CAMPUS INSTRUCTION AND COURSE ACTIVITIES: Off-campus, out-of-state, and foreign instruction and activities are subject to state law and University policies and procedures regarding travel and risk-related activities. Information regarding these rules and regulations may be found at the website address http://www.utdallas.edu/BusinessAffairs/Travel_Risk_Activities.htm. Additional information is available from the office of the school dean. Below is a description of any travel and/or risk-related activity associated with this course.

There is no course activity applicable to this Off-campus Instruction and Course Activities provision.

STUDENT CONDUCT & DISCIPLINE- The University of Texas System and The University of Texas at Dallas have rules and regulations for the orderly and efficient conduct of their business. It is the responsibility of each student and each student organization to be knowledgeable about the rules and regulations which govern student conduct and activities. General information on student conduct and discipline is contained in the UTD publication, *A to Z Guide*, which is provided to all registered students each academic year.

The University of Texas at Dallas administers student discipline within the procedures of recognized and established due process. Procedures are defined and described in the *Rules and Regulations, Series 50000*, *Board of Regents, The University of Texas System*, and in Title V, Rules on Student Services and Activities of the



university's *Handbook of Operating Procedures*. Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations (SU 1.602, 972/883-6391) and online at <http://www.utdallas.edu/judicialaffairs/UTDJudicialAffairs-HOPV.html>.

A student at the university neither loses the rights nor escapes the responsibilities of citizenship. He or she is expected to obey federal, state, and local laws as well as the Regents' Rules, university regulations, and administrative rules. Students are subject to discipline for violating the standards of conduct whether such conduct takes place on or off campus, or whether civil or criminal penalties are also imposed for such conduct.

ACADEMIC INTEGRITY- The faculty expects from its students a high level of responsibility and academic honesty. Because the value of an academic degree depends upon the absolute integrity of the work done by the student for that degree, it is imperative that a student demonstrate a high standard of individual honor in his or her scholastic work.

Scholastic Dishonesty, any student who commits an act of scholastic dishonesty is subject to discipline. Scholastic dishonesty includes, but is not limited to, statements, acts or omissions related to applications for enrollment or the award of a degree, and/or the submission as one's own work or material that is not one's own. Scholastic dishonesty includes but is not limited to cheating, plagiarism, collusion, the submission for credit of any work or materials that are attributable in whole or in part to another person, taking an examination for another person, any act designed to give unfair advantage to a student or the attempt to commit such acts.

Plagiarism, especially from the web, from portions of papers for other classes, and from any other source is unacceptable and will be dealt with under the university's policy on plagiarism (see general catalog for details). This course will use the resources of turnitin.com, which searches the web for possible plagiarism and is over 90% effective.

COPYRIGHT NOTICE- The copyright law of the United States (Title 17, United States Code) governs the making of photocopies or other reproductions of copyrighted materials, including music and software. Copying, displaying, reproducing, or distributing copyrighted works may infringe the copy right owner's rights and such infringement is subject to appropriate disciplinary action as well as criminal penalties provided by federal law. Usage of such material is only appropriate when that usage constitutes "fair use" under the Copyright Act. As a UT Dallas student, you are required to follow the institution's copyright policy (Policy Memorandum 84-I.3-46). For more information about the fair use exemption, see <http://www.utsystem.edu/ogc/intellectualproperty/copypol2.htm>.

EMAIL USE- The University of Texas at Dallas recognizes the value and efficiency of communication between faculty/staff and students through electronic mail. At the same time, email raises some issues concerning security and the identity of each individual in an email exchange. The university encourages all official student email correspondence be sent only to a student's U.T. Dallas email address and that faculty and staff consider email from students official only if it originates from a UTD student account. This allows the university to maintain a high degree of confidence in the identity of all individual corresponding and the security of the transmitted information. UTD furnishes each student with a free email account that is to be used in all communication with university personnel. The Department of Information Resources at U.T. Dallas provides a method for students to have their U.T. Dallas mail forwarded to other accounts.

WITHDRAWAL FROM CLASS- The administration of this institution has set deadlines for withdrawal of any college-level courses. These dates and times are published in that semester's course catalog. Administration procedures must be followed. It is the student's responsibility to handle withdrawal requirements from any class. In other words, the professor cannot drop or withdraw any student. You must do the proper paperwork to ensure that you will not receive a final grade of "F" in a course if you choose not to attend the class once you are enrolled.

STUDENT GRIEVANCE PROCEDURES- Procedures for student grievances are found in Title V, Rules on Student Services and Activities, of the university's *Handbook of Operating Procedures*.

In attempting to resolve any student grievance regarding grades, evaluations, or other fulfillments of academic responsibility, it is the obligation of the student first to make a serious effort to resolve the matter with the instructor, supervisor, administrator, or committee with whom the grievance originates (hereafter called "the respondent"). Individual faculty members retain primary responsibility for assigning grades and evaluations. If the matter cannot be resolved at that level, the grievance must be submitted in writing to the respondent with a copy of the respondent's School Dean. If the matter is not resolved by the written response provided by the respondent, the student may submit a written appeal to the School Dean. If the grievance is not resolved by the School Dean's decision, the student may make a written appeal to the Dean of Graduate or Undergraduate



Education, and the deal will appoint and convene an Academic Appeals Panel. The decision of the Academic Appeals Panel is final. The results of the academic appeals process will be distributed to all involved parties.

Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations.

INCOMPLETE GRADE POLICY- As per university policy, incomplete grades will be granted only for work unavoidably missed at the semester's end and only if 70% of the course work has been completed. An incomplete grade must be resolved within eight (8) weeks from the first day of the subsequent long semester. If the required work to complete the course and to remove the incomplete grade is not submitted by the specified deadline, the incomplete grade is changed automatically to a grade of **F**.

STUDENT ACCESSABILITY/DISABILITY SERVICES- The goal of Student AccessAbility is to provide students with disabilities educational opportunities equal to those of their non-disabled peers. Student AccessAbility is located in room 1.610 in the Student Union. Office hours are Monday and Thursday, 8:30 a.m. to 6:30 p.m.; Tuesday and Wednesday, 8:30 a.m. to 7:30 p.m.; and Friday, 8:30 a.m. to 5:30 p.m.

The contact information for the Office of Disability Services is:

The University of Texas at Dallas, SU 22
PO Box 830688
Richardson, Texas 75083-0688
(972) 883-2098 (voice or TTY)
disabilityservice@utdallas.edu

If you anticipate issues related to the format or requirements of this course, please meet with the Coordinator of Disability Services. The Coordinator is available to discuss ways to ensure your full participation in the course. If you determine that formal, disability-related accommodations are necessary, it is very important that you be registered with Disability Services to notify them of your eligibility for reasonable accommodations. Disability Services can then plan how best to coordinate your accommodations.

It is the student's responsibility to notify his or her professors of the need for such an accommodation. Disability Services provides students with letters to present to faculty members to verify that the student has a disability and needs accommodations. Individuals requiring special accommodation should contact the professor after class or during office hours.

RELIGIOUS HOLY DAYS- The University of Texas at Dallas will excuse a student from class or other required activities for the travel to and observance of a religious holy day for a religion whose places of worship are exempt from property tax under Section 11.20, Tax Code, Texas Code Annotated.

The student is encouraged to notify the instructor or activity sponsor as soon as possible regarding the absence, preferably in advance of the assignment. The student, so excused, will be allowed to take the exam or complete the assignment within a reasonable time after the absence: a period equal to the length of the absence, up to a maximum of one week. A student who notifies the instructor and completes any missed exam or assignment may not be penalized for the absence. A student who fails to complete the exam or assignment within the prescribed period may receive a failing grade for that exam or assignment.

If a student or an instructor disagrees about the nature of the absence [i.e., for the purpose of observing a religious holy day] or if there is similar disagreement about whether the student has been given a reasonable time to complete any missed assignments or examinations, either the student or the instructor may request a ruling from the chief executive officer of the institution, or his or her designee. The chief executive officer or designee must take into account the legislative intent of TEC 51.911(b), and the student and instructor will abide by the decision of the chief executive officer or designee.

All descriptions and timelines are subject to change at the discretion of the course instructor.



PEER EVALUATION FORM

The peer evaluation process is intended to provide group members with an opportunity to contribute to the evaluation of the performance of your team members on group activities. On the form below, you may rate the performance and contributions of your team members (including yourself) in the preparation of the group assignments from 80 to 120. (Note: the rating must fall within this range.)

1. Enter the names of your group members (alphabetically by last name and first initial). Include yourself.
2. Evaluate each assignment separately. Each team member will begin with 100 points on each assignment.
3. You may reallocate the total number of points among team members within a range of 80 to 120 points for each individual, based on their contributions to the group effort on that assignment.
4. The total number of points allocated on any single assignment must equal 100 times the number of members of the team. If you have five members on the team, the total for each column must equal 500.
5. I will calculate an overall assessment as a weighted average of the individual ratings, using the percentage weights indicated below.

Please sign the evaluation, place it in a sealed envelope, and turn it in at the instructor's office or email it to the instructor through the eLearning system on or before **12/11/13**.

Group Member (list names alphabetically)	Band of Angels; Changing Face of Angel Investing; Due 9/25/13 (80-120)	Trendsetter Case Due 10/16/13 (80-120)	Facebook Case or Recent IPO Due 10/30/13 (80-120)	Presentation of Research Report(s) Due: 12/4/13 (80-120)
1				
2				
3				
4				
5				
6				
7				
Total	<u>700</u>	<u>700</u>	<u>700</u>	<u>700</u>

PEER EVALUATION COMMENTS

Group Member	Comments (please support and justify your assessment. Continue on reverse if necessary.)
1	
2	
3	
4	
5	
6	
7	

Signature: _____

Print Name: _____