

Entrepreneurial Finance (FIN-E0309)

Course Pre-Assignment

The assignment is to be submitted individually by every student.

*Submit your assignment by **10 AM on Tuesday, March 1, 2022 (sharp!)** to henry.kye@aalto.fi (Co-Instructor's email address).*

The course has a pre-assignment that admitted students (up to 64) are required to pass to continue in the course. A student failing the assignment will be dropped from the course and replaced by another student on the waitlist.

In the assignment, you are required to find and submit a link to a short video related to one or more course concepts, explain how the video and the course contents are related, and offer a brief summary of the contents of the video. The submitted clips' length should not exceed 120 seconds and the explanation should be done in a few sentences. If you want to submit a clip that is part of a longer video, make sure to define the exact start and end times of the clip in your submission. The videos should consist of someone actually doing or explaining something practical related to entrepreneurial finance and therefore instructional videos such as lectures do not qualify.

The assignment will be graded on a pass/fail basis. However, if you come up with such an insightful video that it ends up being used as part of teaching, you will be awarded with bonus points towards the course grade (max 5 points, where the max number of points would otherwise be 103). If many students independently suggest the same video and it ends up being used as part of teaching, the bonus points will be divided by the number of students who suggested it.

The link and the accompanying explanation below are an example of what a possible submission could look like. Please do not submit this video.

<https://www.youtube.com/watch?v=A1R3NmeBWpA> Negotiating with VCs (Eric Baker)

This clip is related to the negotiation exercise. According to the video, VC contracting is essential to survival of ventures. However, no matter how attractive a proposed investment may look at first, it's important to properly understand the three key terms in VC contracting as an entrepreneur. These three are price, preference and control, all of which have to be in line with one another to truly make the investment attractive.

** Please DO NOT include your answer as an attachment but write a link and texts into the main content of your email.*

*** This is posted on Feb. 14 at 4:00 PM.*