



# GUJARAT TECHNOLOGICAL UNIVERSITY

**Program Name: Bachelor of Vocation**

**Level: Under Graduate**

**Branch: Entrepreneurs Development**

**Course / Subject Code : BV05006021**

**Course / Subject Name : Introduction to Funding & Valuation**

w. e. f. Academic Year:	2026-27
Semester:	5
Category of the Course:	Core Course

<b>Prerequisite:</b>	<b>Passion To Learn</b>
<b>Rationale:</b>	This course will help student to develop basic understanding of Startup funding and their valuations.

### Course Outcome:

After Completion of the Course, Student will able to:

No	Course Outcomes
01	Explore the concept of startup funding.
02	Explore and Understand Prerequisites of Funding and steps involved in getting funds
03	Understand the quantify seed funding

### Teaching and Examination Scheme:

Teaching Scheme (in Hours)			Total Credits L+T+ (PR/2)	Assessment Pattern and Marks				Total Marks
L	T	PR	C	Theory		Tutorial / Practical		
				ESE (E)	PA / CA (M)	PA/CA (I)	ESE (V)	
3	0	0	3	50	0	0	0	50

### Course Content:

Unit No.	Content	No. of Hours	% of Weightage
1.	Basics of Startup Funding Meaning of Startup Funding, Need for Startup Funding, Stages of Startup Funding, Sources of Startup Funding	15	40
2.	Prerequisites of Startup Funding Understanding Startup Funding Ecosystem, Readiness Before Funding, Understanding Common Funding Mistakes	15	40
3.	Quantifying Seed Capital Meaning, Sources and Stages of Seed Capital, Readiness for Seed Funding, Pitch Deck Preparation, Investor Evaluation Criteria, Due	15	20



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	diligence and compliance , Common Mistakes and Best Practices		
	<b>Total</b>	<b>45</b>	<b>100</b>

## Suggested Specification Table with Marks (Theory):

Distribution of Theory Marks					
R Level	U Level	A Level	N Level	E Level	C Level
20	30	-	-	-	-

Where R: Remember; U: Understanding; A: Application, N: Analyze and E: Evaluate C: Create (as per Revised Bloom's Taxonomy)

## References/Suggested Learning Resources:

1. ICAI Module for Self Paced Modules Set D on Entrepreneurship and Startup Ecosystem.
2. *Zero to One*, written by Paypal co-founder Peter Thiel with Blake Masters
3. *The Startup Checklist: 25 Steps to a Scalable, High-Growth Business* Written by David S. Rose
4. *The Lean Startup* by Eric Ries

## Teaching Method:

1. Case Discussion
2. Projects and Assignments
3. Class Participation, quizzes, etc.

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