

Class: **UNDERSTANDING FINANCIALS IN THE NEW VENTURE CREATION PROCESS – V.1**

Date: 30/4/20

Global MBA 2019-2020

Instructor: Riccardo Fini – Riccardo.fini@unibo.it

Class schedule

From	To	Topic	Materials to be used
10:00	10:20	Intro	4_Fini_lecture_shared
10:20	10:35	Split-up group work	4_BP_candid_condoms; 4_BP_Trublood
10:35	10:50	General discussion	
10:50	11:20	Lecture: Making a Financial Plan - Part A	4_Fini_lecture_shared
11:20	11:30	Break	
11:30	11:55	Guest speaker 1	
11:55	12:20	Guest speaker 2	
12:20	12:30	General discussion	
12:30	13:00	Lecture & Case: Making a Financial Plan- Part B	4_Fini_lecture_shared; 3_Zipcar

Split-up group work (in class)

No action needed before class, yet, I would suggest skimming through the Business Plans (BPs) and focus on their financial plans i.e., 4_BP_candid_condoms; 4_BP_Trublood; 3_Zipcar). The BPs are available on moodle.

On Friday 30th:

During the Split-up group work session:

- You are already assigned to one group (see file: Groups - Business Planning (1)), and you will be asked to work on one of the two Business Plans (i.e., 4_BP_candid_condoms; 4_BP_Trublood) for 15 minutes max.
- Each group will be asked to:
 - Identify and list the BPs' strengths and weaknesses in relation to their financial plans. Also, list anything you think it should be improved in their financials.
 - Prepare 1 ppt slide summarizing the above
 - Send the slide to the instructor Riccardo.fini@unibo.it (slides will be consolidated and discussed in class, during the general discussion slot)
 - Be ready to present the slide in class

During the Lecture & Case session:

- Be ready to comment on the Zip Car BP. Check-out (in advance) the ZipCar case + the fishbone model (4_ZIP_CAR_fishbone)

Guest speakers

Vanessa Tierneu – Founder Abodoo

E: vanessa@abodoo.com

W: www.abodoo.com

After a period of working remotely due to medical treatment, Vanessa Tierney decided to set up Abodoo. It is a career matching platform that is specifically aimed at remote workers or workers that want to work on a flexible schedule. It has over €1M in funding and is proving to be an international leader on a global stage. Vanessa will share with us her story, how she raised capital across 4 sources and how the Covid19 crisis positively impacted on their business.

Federico Strollo - Associate partner Cavour Corporate Finance & Founder Bologna Startup

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A consultant and investor, he'll present an overview of the financing sources for startups and main players in the Emilia Romagna Ecosystem.