

## MAN 327E New Venture Mechanics Spring 2020

**Section 04820 – M/W 8:00-9:30 am, room CBA 4.332**  
**Section 04825 – M/W 11:00 am-12:30 pm, room UTC 1.144**  
**Section 04830 – M/W 12:30-2:00 pm room UTC 1.144**

<b>Instructor: Michael Peterson</b>	<b>Office: CBA 6.496 Near the Behavioral Lab</b>
<b>Phone: 512-202-1135</b>	<b>Office Hours: M 2:00-3:00 pm or by appt.</b>
<b>Email: michael.peterson@mcombs.utexas.edu</b>	<b>Course web page via Canvas</b>
<b>Teaching Assistant: Trevor Gray</b>	<b>Tgray134@gmail.com</b>

### Required Materials:

1. Furr, Nathan R. and Ahlstrom, Paul. 2011. Nail It Then Scale It. (\$10, kindle version)
2. <https://classroom.udacity.com/courses/ep245> How to Build a Startup: Steve Blank (FREE entrepreneurship videos)
3. Harvard Course pack: <https://hbsp.harvard.edu/import/693564> (\$17)
4. Subscription to SquareCap: <https://info.squarecap.com> (\$12)
5. **Optional, but recommended:** Blank, Steve and Dorf, Bob. 2012. *The Startup Owner's Manual Vol.1, The Step-by-Step Guide for Building a Great Company*. Pescadero: K&S Ranch Press.
6. Baehr, Evan and Loomis, Evan. 2015. *Get Backed*. Harvard Business School Publishing
7. Class website on Canvas will have class slides and other templates.

### Course Objectives:

The **academic goal** is to develop the skills necessary for evaluating and creating new ventures, with the ability to communicate the endeavor effectively through written and verbal presentation. At the end of this course, you will be able to evaluate business opportunities within start-ups and established companies as both an entrepreneur and an investor. You will also learn how to create a "pitch deck" comprised of an executive summary and 15 slides.

The **business goal** is to get you comfortable building and evaluating new product and business opportunities both as an entrepreneur starting a company and an operator within an established company. This course treats entrepreneurship as a form of strategy. We will be using proven tools to help you develop the skills to evaluate a new opportunity for market potential and help you find a viable business model. Though we will use theory to help us identify new business models, the best way to create a viable company is to find customers who want your product or service enough to actually pay you!

My **personal goal** is for this course to help you maximize your investment in yourself (college education) and provide a return on that investment for the rest of your life that is measured in part by your bank balance, and in part by the quality of your career opportunities. In short, I want you to have an amazing learning experience in this class!

# New Venture Mechanics

**Jeffry A. Timmons**



## **New Venture Mechanics:**

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