

**B - Course Revision Form V. 7.2022 : Entry # 3594****DEAN Decision**

Approved

**Today's Date**

09/15/2025

**EPC Decision**

Approved

**Today's Date**

11/09/2025

**Begin Form****Today's Date**

09/15/2025

**Your Name**

Robert Hirth

**Your Email:**[rhirth@highpoint.edu](mailto:rhirth@highpoint.edu)**Are you a Department Chair?**

No

**Department Chair Name**

Kathy Elliott

**Email address of your Department Chair**[kelliott@highpoint.edu](mailto:kelliott@highpoint.edu)**By checking below, I certify that my department chair has seen and approved the course revisions that are in this proposal**

Yes

**Please select the appropriate school overseeing this proposal:**

Entrepreneurship

**When should this proposal take effect?**

Fall 2026

**Are you submitting multiple courses for revision from the same department?**

**B - Course Revision Form V. 7.2022 : Entry # 3594**

No, just one

**Please list all of the courses that you are submitting revisions for:**

| Course Prefix | Course Number | Course Title    |
|---------------|---------------|-----------------|
| ENT           | 3400          | Venture Funding |

**What would you like to revise?**

- Learning Outcomes

**Are you also revising any of the following for this course?**

- Change course title

**Gen Ed & Academic Program Information**

**Is this a revision to meet new Gen Ed requirements?**

No

**Is this course part of an academic program?**

- This course does not currently fulfill academic program requirements

**Does this course, as revised, include any community engagement?**

No

**Is this course part of GoGlobal?**

No

**Does this course count towards a major or a minor?**

Yes

**Please list the course(s) and whether they are required or electives for the major/minor.**

| Course Prefix/Number | Name of Major and/or Minor?      | Required or Elective? |
|----------------------|----------------------------------|-----------------------|
| ENT 3400             | Entrepreneurship Major and Minor | Required              |

**Is this course cross listed?**

No

**Choose the department designator for your course from the list below.**

ENT

**B - Course Revision Form V. 7.2022 : Entry # 3594****Current course number**

3400

**Current course title**

Venture Funding and should be called Venture Funding and Finance

**Curriculum Review Information****Please list the revised student learning outcomes for this course in the box below.**

Understand the financial lifecycle of a startup, including the needs and funding sources at each stage and which key financial milestones and metrics are used to assess startup performance

Evaluate funding options including debt, equity and grants

Develop and analyze financial statements using financial modeling to construct and interpret financial statements (pro-formas) for early-stage ventures

Create and deliver an ask based on financial modeling outcomes

Understand and apply valuation techniques and the impact of external funding

Negotiate and structure investment deals

Assess the risk and return in entrepreneurial ventures

Understand and develop reporting and presentations to raise funds, support growth, and keep investors and board members informed

**Please list any revisions to units or content areas that will be required for all sections of this course in the box below.**

None

**If you have Gen Ed learning outcomes, please address the kinds of assessments you may use for each area that you are proposing the course be designated (i.e., Arts, Humanities, Diversity, etc.)**

None

**Please list any revisions to course policies that will be required for all sections of this course.**

None

**If you would like to specify any revisions to requirements for how contact hours must be met for all sections of this course, please indicate below (e.g., if any experiential learning activities will replace seat time)**

No thank you

**If this course proposal affects any other departments, please describe the consultation and approval that you've received and from whom in the box below.**

none

**Is there any additional information that you would like to provide for this proposal?**

## B - Course Revision Form V. 7.2022 : Entry # 3594

I don't think so

### Sample Syllabus

- [ENT-3400-Proposed-Syllabus.docx](#)