**Course Outline**

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| **Course Code** | : ACC 3714 |
| **Course Title** | : Accounting for Entrepreneurs: From Startup to Exit |
|  |  |
| **Semester** | : Semester 1, Academic Year AY2024/2025 |
| **Faculty** | : David Reeb |
| **Department** | : Accounting |
| **Email** | : dmreeb@nus.edu.sg |

# Overview

Accounting for entrepreneurs is a course designed for students aspiring to join, manage, or launch startups. This course aims to equip students with the essential knowledge and skills required to navigate the unique financial challenges that startups encounter throughout their life cycle. The curriculum covers key topics such as setting up an initial accounting structure, establishing robust internal control systems, financial planning, and performance tracking, identifying and securing funding opportunities, preparing for IPO readiness, and understanding the legal obligations of startup firms. Additionally, the course explores accounting information systems, financial projections, cash flow management, equity financing, exit strategies, and securities regulation. By the end of this course, students will have gained an in-depth understanding of the financial aspects crucial to launching and managing a successful startup and positioning themselves for success in their future entrepreneurial endeavors.

# Course Objectives

* Understand and apply key accounting and financial concepts relevant to startups.
* Analyze financial statements and manage cash flow for informed decision-making.
* Evaluate various financing options and create a financial plan for their startups.
* Navigate taxation, legal, and regulatory compliance requirements.
* Implement equity-based compensation and understand exit strategies.
* Assess the readiness of their startups for initial public offerings (IPOs).

# Prerequisite

ACC 1701: This course assumes that students are familiar with basic financial accounting concepts and the construction of key financial statements.

# Assessment

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| **Assessment Components** | **Weightage** |
| Participation | 10% |
| Exercises | 30% |
| Presentation | 15% |
| Report | 15% |
| Tests | 30% |
| **Total** | **100%** |

**Class Participation**

You will note that 10% of the grade is based on class participation. During each class period, I will evaluate each student on a scale of 0 – 3 regarding their participation based on what they add to the learning experience of the entire class.

**Exercises**

We will have three exercises during the semester. These in-class projects will take around 45 minutes, with a mix of individual and group work.

**Report**

This is a group project with a 3-page report (excluding appendices). This report will be due at the beginning of session #11. Specific assignments and parameters for the report will be discussed in week 2 of the course.

**Presentation**

This is a presentation about your report. You will need to deliver a 90-second video presentation about your report (also at the beginning of session #11). Specific details and parameters will be discussed in week 2 of the course. We will also have a follow-up on the presentations in session 13.

**Test**

A test will be administered at the end of this course (session #13). The test will be 1 hour long.

Schedule and Outline (Tentative)

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| **Lesson** | **Session** | Assessment |
| 1 | Introduction to Startup Accounting: Financial Statements |  |
| 2 | Governance, Legal Infrastructure, and Financial Information |  |
| 3 | Financial Performance Metrics for Startups | Exercise 1 |
| 4 | Compensation for Employees and Founders |  |
| 5 | Role of the Board in Startups |  |
| 6 | Revenue Recognition and Costs | Exercise 2 |
| 7 | Financing Options for Startups |  |
| 8 | Debt and Other Obligations |  |
| 9 | Exits and IPOs | Exercise 3 |
| 10 | Taxation and Regulatory Compliance for Startups |  |
| 11 | Cash Flow Management for Startups | Report & Presentation Due |
| 12 | Accounting Information Systems: Internal and External |  |
| 13 | Presentations and Wrap-up | Test |

**General Guide & Reading**

**Cases and Readings:** Via NUS Canvas System

**Recommended Textbook:** [*Entrepreneurial Finance and Accounting for High-Tech Companies*](https://mitpress.mit.edu/books/entrepreneurial-finance-and-accounting-high-tech-companies), by Frank Fabozzi, MIT Press.

## Academic Honesty & Plagiarism

Academic integrity and honesty is essential for the pursuit and acquisition of knowledge. The University and School expect every student to uphold academic integrity & honesty at all times. Academic dishonesty is any misrepresentation with the intent to deceive, or failure to acknowledge the source, or falsification of information, or inaccuracy of statements, or cheating at examinations/tests, or inappropriate use of resources.

Plagiarism is ‘the practice of taking someone else's work or ideas and passing them off as one's own' (The New Oxford Dictionary of English). The University and School will not condone plagiarism. Students should adopt this rule - You have the obligation to make clear to the assessor which is your own work, and which is the work of others. Otherwise, your assessor is entitled to assume that everything being presented for assessment is being presented as entirely your own work. This is a minimum standard. In case of any doubts, you should consult your instructor.

**Additional guidance is available at:**

* Administrative Policies
* http://www.nus.edu.sg/registrar/administrative-policies-procedures/acceptancerecord#NUSCodeofStudentConduct
* http://nus.edu.sg/osa/resources/code-of-student-conduct