

INDIAN INSTITUTE OF TECHNOLOGY KANPUR
Department of Management Sciences
Proposal for New Course

Title: Private Equity, Venture Capital and other Alternative Assets

Course No: MBAXXXM **790M**

Department: Management Sciences

Proposer: Dr. Harshal Rajan Mulay

Units: 3-0-0-1[5]

Duration of the course: First Half of the Even Semester

Prerequisite Courses: MBA601

Other interested faculty: NA

Course Objectives

In the wake of India's economic liberalization since 1991, the landscape of finance and investment has witnessed a profound transformation. This elective offers a deep dive into the dynamic sectors of Private Equity, Venture Capital and Alternate Assets, shedding light on their pivotal role in shaping economies, driving innovation, and delivering exceptional returns. The course is designed to cover three key areas:

1. **Alternative Asset Landscape:** Examine the multifaceted world of alternative investments, including endowment funds, pension funds, hedge funds, and sovereign wealth funds, and their significance in modern financial ecosystem, with asset allocations and portfolio management.
2. **Private Equity Unveiled:** Gain comprehensive insights into Private Equity, covering topics such as Leveraged Buyouts (LBOs), valuation methodologies, benchmarking, and performance evaluation.
3. **Venture Capital Fundamentals:** Navigate the intricate landscape of Venture Capital, with a focus on practical applications, including unit economic factors, milestone mapping, and fundraising strategies for emerging ventures.

Course Contents:

Session No.	General Topic	Pedagogy
1	Introduction to the Private Financing Ecosystem in India and its comparison with global markets	Lecture
2	Introduction to Alternative Asset Investments - endowment funds, pension funds, hedge funds, and sovereign wealth funds	Lecture
3	Alternative Fund Structure and GP- LP Exchange	Lecture / Case
4	Valuation Models for Startups	Lecture
5	Deal Lifecycle Management Module: deal sourcing, selection, and due diligence.	Lecture / Case
5	Deal Structuring Module: Addressing complexities such as uncertainty and asymmetric information	Lecture / Case

6-8	Fundraising Module: Focus on Limited Partners, types, incentives, Return Structures and Portfolio Allocation and performance	Lecture, Case and Excel Exercises
9-13	Investing and Harvesting Module : Risk reward relationships, performance evaluation metrics specific to PEVC sector, incentive structures and performance-based compensation	Lecture, Case and Excel Exercises
14	Alternative Fund Structures, Private Debt Market – Players, Incentives and Performance	Lecture

Short summary for including in the Courses of Study Booklet: Same as Course Objectives mentioned above.

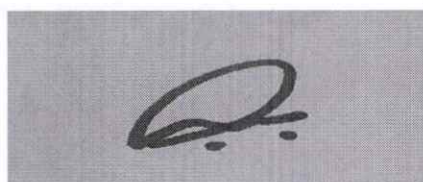
Textbooks

1. Fundamentals of Entrepreneurial Finance, Marco Da Rin and Thomas Hellmann, Oxford University Press 2020
2. Mastering Private Equity, Claudia Zeisberger, Michael Prah, & Bowen White, Wiley 2017

Web based resources.

1. PitchBook (pitchbook.com)
2. Inc42 (inc42.com)
3. TechCrunch (techcrunch.com)
4. Bloomberg (bloomberg.com)
5. The Wall Street Journal (wsj.com)
6. Harvard Business Review (hbr.org)

Signature of Proposers:



Dr. Harshal Rajan Mulay [Date: 27-Jan-2025]

This course is Approved/ Not Approved
DPGC Convener, DoMS

This course is Approved/ Not Approved
Chairperson SPGC

Sudha
25/03/25

PGDesk-IITK-DOAA

From: DPGC DoMS <dpgc_doms@iitk.ac.in>
Sent: 21 February 2025 10:57
To: Pgdesk
Cc: Harshal Ranjan Mulay
Subject: Fwd: Proposal for two new courses (DoMS)

Follow Up Flag: Follow up
Flag Status: Flagged

Categories: Blue Category

Dear Ravi ji,

The following courses completed 21 days of the review process yesterday. The proposer of the courses or the DPGC have not received any comments on the course outlines. Therefore, the outlines present in the links can be considered as final, and may be considered for approval in the upcoming SPGC meeting.

I propose the following course codes:

- a) **"MBA789"** (5 credit): Advanced Stock Valuation
- b) **"MBA790"** (5 credit): Private Equity, Venture Capital and other Alternative Assets

Best regards,

Subhankar Mukherjee
DPGC Convenor
Department of Management Sciences
IIT Kanpur

----- Original Message -----

Subject: Proposal for two new courses (DoMS)
Date: 2025-01-29 13:53
From: DPGC DoMS <dpgc_doms@iitk.ac.in>
To: Acadstaff <acadstaff@lists.iitk.ac.in>

Dear all,

Please find links for the proposals for two new courses by Dr. Harshal Rajan Mulay from the Department of Management Sciences:

1. Advanced Stock Valuation: <https://iitk.ac.in/doaa/data/NewCourses/Course-proposal-MBAXXM-Advanced-Stock-Valuation.pdf>

2. Private Equity, Venture Capital and other Alternative Assets:
<https://iitk.ac.in/doaa/data/NewCourses/Course-proposal-MBAXXM-Private-Equity-and-Venture-Capital.pdf>

Please share your feedback/comments, if any, by 20 February 2025 to Dr. Harshal Rajan Mulay (hrmulay@iitk.ac.in) with a copy to the DPGC Convenor (dpgc_doms@iitk.ac.in).

Best regards,

Subhankar Mukherjee
DPGC Convenor
Department of Management Sciences
IIT Kanpur

Scam
27/03/25

**INDIAN INSTITUTE OF TECHNOLOGY KANPUR
POSTGRADUATE OFFICE**

No. A(P)/IITK/course approval/
March 25, 2025

The Convener, DPGC
Departments of **DOMS/MTH/SEE**
IIT Kanpur

I am directed to communicate the concurrence of the SPGC (2024-25) in its 6th meeting held on 27/02/2025 for the approval of new/modification PG course proposal. After detailed discussion the following courses were approved.

Course No	Title	Credits	Instructor	SPGC Decision
DMS613	Introduction to Mathematical Finance	3-0-0-0-[9]	Dr. Sourav Majumdar	Approved
MBA644	Cyber Security and Privacy for Managers	3-0-0-1-[10]	Dr. Sourya Joyee De	Approved
MBA788M	Monte Carlo Methods in Finance	3-0-0-1-[5]	Dr. Sourav Majumdar	Approved
MBA789M	Management Sciences	3-0-0-1-[5]	Dr. Harshal Rajan Mulay	Approved
MBA790M	Private Equity, Venture Capital and other Alternative Assets	3-0-0-1-[5]	Dr. Harshal Rajan Mulay	Approved
MTH619	Representation theory of quivers	3-0-0-0-[9]	Dr. Amit Kuber	Approved
SEE627	Electric Mobility [Modification]	3-0-0-2-[11]	Dr. Amarendra Edpuganti	Approved

Aspoti
Joint/Assistant Registrar
Academic Affairs

CC: OARS (DOAA Office) For necessary action

MINUTES
FOR THE 6th MEETING OF THE SENATE POSTGRADUATE COMMITTEE (2024-25) HELD
ON February 27, 2025 (Thursday) AT 11:00 AM
CONFERENCE ROOM (208), ACADEMIC AFFAIRS BUILDING

Members Present: Prof(s): D. Chaitanya Kumar Rao on behalf P M Mohite (AE), Suresh Kumar (BSBE), Basker Sundararaju (CHM), Ark Verma (CGS), Gourabananda Pahar (CE), Soumik Das on behalf of Dipin S Pillai (CHE), J Ramkumar (DES), Sukumar Vellakkal (ECO), Imon Mondal (EE), Animesh Mandal (ES), Rajarshi Sengupta (HSS), Subhankar Mukherjee (DoMS), Anikesh Pal (ME), Sudhanshu S Singh (MSE), Pritam Chakraborty (MSP), Sudhanshu Shekhar (MATH), Sagar Chakrabarty (PHY), Kunal P Mooley (SPASE), Prabodh Bajpal (SEE)

Members Absent: Prof(s), Piyush Rai (CSE), Pankaj Wahi (NET), Sapam Ranjita Chanu (PSE)

Senate Nominee : Prof. Abheejeet Mohapatra

Student representatives: Saurabh Sona Lahamate (231250121)

(A) Ratification of minutes of 5th SPGC meeting held on January 24, 2025

No comments were received. Minutes is confirmed

(B) Item requiring SPGC Approval

a) New course approval

Course No	Title	Credits	Instructor	SPGC Decision
DMS613	Introduction to Mathematical Finance	3-0-0-0-[9]	Dr. Sourav Majumdar	Approved
MBA644	Cyber Security and Privacy for Managers	3-0-0-1-[10]	Dr. Sourya Joyee De	Approved
MBA788M	Monte Carlo Methods in Finance	3-0-0-1-[5]	Dr. Sourav Majumdar	Approved
MBA789M	Management Sciences	3-0-0-1-[5]	Dr. Harshal Rajan Mulay	Approved
MBA790M	Private Equity, Venture Capital and other Alternative Assets	3-0-0-1-[5]	Dr. Harshal Rajan Mulay	Approved
MTH619	Representation theory of quivers	3-0-0-0-[9]	Dr. Amit Kuber	Approved
SEE627	Electric Mobility [Modification]	3-0-0-2-[11]	Dr. Amarendra Edpuganti	Approved

b) Termination under 5.7

S. No	Roll No	Name	Dept.	Prog.	Supervisor & DPGC Recommendation	SPGC Decision
1.	241250026	Jatin Chaudhary	DOMS	MBA	Recommended	Approved to be reported to Senate
2.	241010003	Adhikari Thakur Prasad Das	AE	MTech	Recommended	Approved to be reported to Senate

c) Full Time to Part-Time

S. No	Roll No	Name	Dept	Prog	Supervisor and DPGC Recommendation	Remark	SPGC Decision
1.	231040115	Swati Gupta	EE	MTech	Recommended	CU=78 TU=54 CPI=9.38 NOC - attached	Approved
2.	231040036	Bingi Poojari Venkatesh	EE	MTech	Recommended	CU=78 TU=54 CPI=9.38 NOC - attached	Approved

Sudha