

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

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.

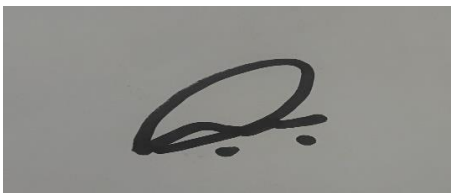
Textbooks

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