Subject Outline

FIN927 Small Business Finance
Wollongong Campus

6 Credit Points
Spring Session 2004

Dr Anne Abraham
02 4221 3738
anne_abraham@uow.edu.au

School of Accounting and Finance
Subject Details

Description
This subject is intended for those who have an interest in developing small businesses, whether as entrepreneurs or as advisors to entrepreneurs. The approach taken is from the perspective of someone considering a business start-up. The requirements for a business plan will be presented with seminars targeting issues that confront decision makers faced with this task. Lectures will provide information on strategies for entering business with a particular focus on financial considerations.

Objectives
Upon completion of this subject, students will be able to:

- Apply techniques for assessing the feasibility of new enterprises
- Differentiate between fund raising and strategic business plans
- Choose appropriate modes of financing different ventures
- Describe the relationship between various financial projections

Method of delivery
The subject is delivered in a combination of lectures, tutorials and web-based material, together with a hard copy textbook. In addition, some CD or internet material may be incorporated into the subject to assist student learning.

WebCT
FIN927 has an online website based on a WebCT platform. On this site you will find such items as downloadable lecture slides, tutorial solutions, assignment information and class notices.

WebCT can be accessed by students by going to the website:

Your WebCT ID is your current UOW email ID.
Your password is your current UOW email password.

Study time
This is a rigorous and substantive subject, and as it progresses, concepts covered in earlier material are assumed knowledge for later more difficult and more complex decisions. As FIN927 is a 6 credit point subject, students are expected to devote a
hours of class time, an extra 10 hours of personal time per week should be allocated to the subject.

**Lecture/tutorial times**

Seminars: Thursdays 09:30 – 11:30  
Location: 19.G002

**Major text**


**Further Recommended Reading**

Any corporate finance text  
*Journal of Small Business and Enterprise Development*  
*Journal of Small Business Management*  
*Fortune Small Business*

References can be obtained by contacting the University of Wollongong Library.
Contacts

Subject Coordinator and Seminar Leader
Dr Anne Abraham
School of Accounting and Finance
Building No 40, Room No 320
Telephone 61 2 4221 3738
Facsimile 61 2 4221 4297
Email anne_abraham@uow.edu.au

Consultation times
Mondays: 16:30 – 18:30 and Wednesdays: 14:30 – 16:30
If you wish to consult outside these times, please make an appointment in advance at a time of mutual convenience.

Student administration
Telephone 61 2 4221 3927
Facsimile 61 2 4221 4322
Email studenq@uow.edu.au
Student OnLine Services http://www.uow.edu.au/student/sols

Library
Telephone 61 2 4221 3548
Web http://www-library.uow.edu.au

Purchasing of books (Unishop)
Telephone 61 2 4221 8050
Facsimile 61 2 4221 8055
Email unishop@uow.edu.au
Assessment Guidelines

General Criteria

There will be 3 assessment tasks: case study presentations, a major assignment and a final examination. Details are given in the table below. Please note that marks may be scaled.

Any student failing to meet the following compulsory requirements will fail regardless of performance in other assessable components of the subject.


b. Satisfactory achievement in the final examination.

(Note: satisfactory is normally interpreted as a mark of 45%)

Attendance at seminars is a compulsory component of this subject. Seminar attendance will be randomly ascertained throughout the term.

Preparation and participation will be assessed subjectively and recorded by the coordinator. This assessment will be based largely upon the student’s oral presentation of opinions regarding topics under discussion. Note that no correct view is assumed; instead it is important that you be able to understand the material under discussion and that you can form and support an opinion regarding it.

Please note that all students must thoroughly study both the chapter and the relevant case studies, so that they are can participate in discussion with the presenter.

Good seminar preparation and participation is necessary for anyone seeking special consideration. Special consideration will not be granted to students who do not prepare for, attend and participate in seminars. Preparation and participation will be considered in those cases where students are on the borderline between two grades.

Performance grades

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<thead>
<tr>
<th>Grade</th>
<th>Description</th>
<th>Percentage</th>
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<tr>
<td>HD</td>
<td>High Distinction</td>
<td>85–100%</td>
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<tr>
<td>D</td>
<td>Distinction</td>
<td>75–84%</td>
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<tr>
<td>C</td>
<td>Credit</td>
<td>65–74%</td>
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<tr>
<td>P</td>
<td>Pass</td>
<td>50–64%</td>
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<tr>
<td>F</td>
<td>Fail (unsatisfactory completion)</td>
<td>0–49%</td>
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Summary

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<tr>
<th>Task</th>
<th>Weighting</th>
<th>Due Date</th>
<th>Return date</th>
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<tbody>
<tr>
<td>Task 1: Case study presentations</td>
<td>15%</td>
<td>As determined in first seminar</td>
<td></td>
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<tr>
<td>Task 2: Major assignment</td>
<td>30%</td>
<td>23 Sep 2004</td>
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Special Consideration

University policy requires students who, through serious illness or other circumstances beyond their control, are unable to attend an examination or meet any of the other course requirements, to submit medical or other documented evidence as soon as possible after the event to support their request for special consideration.

No supplementary examinations will be granted where a student has sat for the full exam. Those who leave the examination early due to illness will have their request for a supplementary exam considered on a case by case basis.

The evidence should be submitted to Student Inquiries Office. Students should make their request online using SOLS http://www.uow.edu.au/student/.

Supplementary examinations

Students should note that supplementary examinations are not an automatic entitlement on the submission of a request for special consideration. In cases where the decision is made to allow a supplementary examination, students will usually be required to take the examination at a date to be determined by the School within three weeks of the end of the formal examination period. Students will be notified of the exam at least seven days beforehand. It is every student’s responsibility that the University has a correct record of your current address.

Full details of the University’s policy regarding special consideration are available on the web at http://www.uow.edu.au/handbook/courserules/specialconsideration.html students should familiarise themselves with these policies.

Disability Policy

If a student with a disability requires reasonable accommodation in this subject, they are strongly advised to discuss the issues early in the session with one of the following people: the Disability Liaison Officer, Faculty Disability Adviser and/or the Subject Coordinator. Students with a disability should also register with the University of Wollongong Disabilities Unit. More details can be found on the web at http://www.uow.edu.au/student/services/ds/

Non Discriminatory Language

As part of its Equal Opportunity/Affirmative Action initiatives, the University of Wollongong endorses a policy of non-discriminatory language practice and presentation in all academic and administrative activities of the University. The policy is available at http://staff.uow.edu.au/eeo/nondiscrimlanguage.html

Receipt of Assessment Tasks

It is your responsibility to ensure that you have a receipt signed by your lecturer/tutor, acknowledging submission of written work.
Assessment Tasks

**Task 1:** Case Study Presentations

Due date: During seminars as allocated  
Return date: Marks will be released on SOLS after final seminar  
Weighting: 15%

**Assignment details**

Students are expected to present the allocated case study using appropriate visual aids. 20 minutes will be allowed for each presentation, followed by a short question time. Students must also print and distribute a relevant handout to each seminar participant.

**Task 2:** Major Assignment

Due date: 9.30 am on 23 September 2004  
Return date: In class in Week 13  
Weighting: 30%  
Group size: 3-5 students per group  
Length: 3000 words

**Assignment details**

Case Study: Coral Systems, Inc.

The case study is found in Leach and Melicher on pp. 521-544. You are required to all 13 Assignment questions (A-M) on pages 540-541. Please note that Question L will involve you finding additional information not provided in the case study.

This is a group assignment. You are to self-select your groups, but they should comprise of 3 to 5 students. Please note, if you hand in an individual assignment, you will receive a mark of zero.

**Assessment Criteria/Marking Guidelines**

See Mark Sheet on WebCT

**Task 3:** Examination

Date: University examination period
Length: 3 hours 15 minutes
Submission Requirements

Submission

Place of Submission: To coordinator in seminar by 9.30 am on 23 September

Delivery: Posted assignments must be RECEIVED by the due submission time. No faxed or emailed assignments will be accepted

Assignment cover: You must complete and attach a School of Accounting and Finance Assessment Cover Sheet to the front of your assignment (available at the following web address: http://www.uow.edu.au/commerce/forms.html)

Marking sheet: You must attach a copy of the Assignment Marking Sheet underneath the Cover Sheet. You can download a copy from the FIN927 WebCT site.

Collection: In seminar in Week 13

Acknowledgment/Plagiarism

Plagiarism is not acceptable and may result in the imposition of severe penalties. The University provides clear guidelines on its attitude towards plagiarism and how to avoid unintentional plagiarism in the Postgraduate University Calendar, located on the web at http://www.uow.edu.au/handbook/courserules/plagiarism.html

Students are advised to read these carefully. If any doubts remain as to what constitutes plagiarism, students should discuss the matter with the subject co-ordinator

Format

1. Assignments must be typed, 1.5 spaced, on one side of the paper only.
2. You must ensure that you have the capacity to provide a duplicate, should this be requested Problems with computers, printers, software, lost disks, etc, will NOT be accepted as excuses for late submission or inability to reproduce on short notice a second copy (if required). Always make a backup of your disks as you work.
3. Pages are to be consecutively numbered.
4. You must attach a completed (and signed) assignment Cover Sheet.
5. You must attach the appropriate Marking Sheet immediately after the coversheet.
6. There must a margin of 30mm (3 cm) on all sides.
7. Referencing must follow an acceptable academic format.
8. Do not plagiarise. Plagiarism is the unacknowledged work of another person. Plagiarism will result in zero marks plus the need for resubmission and could result in expulsion.
Due Date
The due date is the last date for the University to receive an assignment.

Extensions
Extensions may be granted if circumstances beyond the control of the student interfere with their ability to complete the task on time. These will only be granted by the subject co-ordinator and must be applied for before the due date.

Please Note: Extensions will not be granted after the due date.

Late submission
Loss of 10% of possible marks for each day (or part thereof) after the due time & date.

Disclaimer
The School attempts to ensure that the information herein is up to date at the time of production, however we reserve the right to amend without notice in response to changing circumstances.
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<th>Case Study</th>
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<td>3</td>
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<td>Venture capital financing</td>
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<td>11</td>
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