Venture Capital in Practice with Professor Adam Sterling, 2 units

Class number: 33526
Start date: September 5, 2022
End date: September 30, 2022
Exam take-home window: October 1 - October 7
Grading basis: Credit/no credit

Course description: It’s been said that Silicon Valley is the greatest creation of wealth in the history of the planet. This course will focus on the legal and business aspects of what goes on here in the day-to-day life of a corporate attorney advising technology and emerging growth startup companies. The course will touch on key events in the life-cycle of a startup: considerations in starting a technology-based business; choices and details in forming an entity to hold that business; seeking early stage funding; raising venture capital; the fundamental concepts and basic mechanics of a venture capital financing; all pointed toward a liquidity event, such as an IPO. In each case, the emphasis will be on business realities and practical solutions, such as what makes for a good business to attract venture capital; how should entrepreneurs seek investment and the pros and cons of different investment sources; and how founders and investors interact to allocate rewards of the venture between them. The course will be taught using many examples taken from real life.

Required textbooks: Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist and Secrets of Sand Hill Road: Venture Capital and How to Get It

Live Zoom sessions: 8:30am on September 15th and September 29th
Office hours: 8:30am on September 8, 3:30pm on September 12, 8:30am on September 19, and 3:30pm on September 29