COURSE DETAIL

FUNDRAISING FOR STARTUPS
Country United Kingdom - England
Host Institution London School of Economics
Program(s) Summer at London School of Economics
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Economics Business Administration
UCEAP Course Number 129
UCEAP Course Suffix S
UCEAP Official Title FUNDRAISING FOR STARTUPS
UCEAP Transcript Title ENTREPR FINANCE
UCEAP Quarter Units 5.50
UCEAP Semester Units

3.70

Course Description

The course addresses the key questions which challenge all entrepreneurs: how much money can and should be raised; when should it be raised and from whom; what is a reasonable valuation of the company; and how should funding, and exit decisions be structured? The course uses case studies, with a particular focus on technology-based businesses. Students follow the founding history of a software unicorn from its early steps to exit. It examines a fast-growing on-demand food delivery start-up that is seeking an investor to cover its increasing need for working capital, and explores the information and context needed to value Peloton, the subscription-based fitness company whose stock price dropped after its IPO. The course also considers the investor's viewpoint, in order to understand their motivations and incentives to avoid financing pitfalls and successfully negotiate the best financing outcome for a venture.

Language(s) of Instruction
English

Host Institution Course Number
FM200

Host Institution Course Title
FUNDRAISING FOR STARTUPS

Host Institution Course Details
https://www.lse.ac.uk/study-at-lse/summer-schools/summer-school/courses/finance...

Host Institution Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Finance

Course Last Reviewed
2026-2027

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