

Reading assignment for the first day:

1. D. Daniel Sokol & D. Gordon, Law and Entrepreneurship Summary, available on Canvas.
2. Financing New Ventures – HBS case study

Questions you need to answer (in one page) due the first day of class, before class - worth 5 percent of your grade

1. What role does law play in entrepreneurship?
2. Which sources of financing are most appropriate for a new venture?
3. How do you pitch your venture to potential funders?
4. How is valuation determined?
5. Provide two examples of exit strategies for the entrepreneur.