

**“What”- Foundation Course in Finance**

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## **Finance for Entrepreneurs**

**Code: M1102**

*Mastering finance to turn visions into business reality*

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### **Course objectives:**

BSL’s course in Finance for Entrepreneurs will equip you with what it takes to successfully understand the financing aspect of starting up and running a project or company.

You will apply financial tools in concrete business situations to understand implications and alternative options available. The course will cover:

- Valuation and feasibility of start-up companies
- Risk analysis and risk management (incl. derivatives)
- Seed & venture capital, re-financing, angel investment
- M&A, alliances, MBO, MBI, LBO, divestitures
- Exit strategies

### **Dr. Alkis Tsiklis**

#### **Senior Professor**

Dr. Alkis Tsiklis began teaching at Business School Lausanne in 1990 and gives the Corporate Finance and Finance for Entrepreneurs courses. Tsiklis, who is currently heading GenevaConsult, a company providing consulting services, is a senior international consultant for EuropeAid and UNDP projects. He has 30 years of international professional experience in financial management and consulting and has held senior executive positions with Animex (France), ATEPE (Greece) and EE International (CH).

A Swiss citizen, Tsiklis is a graduate of Worcester Polytechnic Institute (MA, USA) with a Bachelor’s in Science and a Master’s in Science in Civil Engineering. Tsiklis holds an MBA in Finance from Webster University (MO, USA) and has earned a DBA at Business School Lausanne.

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### **Additional Information:**

**Course Module:** 26.5 hours in which there are 21.5 course hours and 5 hours of teamwork  
10 hours of pre-course work due 1 week prior to course start.  
20 hours of post-course work due 2 weeks after course completion.  
*This course includes a 6 hour individual reading requirement.*

**Dates:** See calendar

**Finance for Entrepreneurs is a “What” course which must be taken during the foundation part the BSL MBA program. In order to complete the foundation part, you need to successfully finish a total of 4 “What,” 4 “How,” and 2 “Why” courses.**

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### **Course Benefits**

Relevant to current business practices, BSL’s MBA level courses are designed to enable participants to apply new insights and business skills through teamwork and interactive learning in a multicultural environment.