Entrepreneurial Finance: *Venture Capital, Deal Structure & Valuation, Second Edition*

**Chapter** 1 Introduction To Entrepreneurial Finance

***Learning Objectives***

After reading this chapter you should be able to:

* Describe the evolution of thinking about entrepreneurship
* Recognize that studying entrepreneurial finance leads to better investment and financing decisions
* Understand why maximizing value for the entrepreneur is central to the study of entrepreneurial finance
* Describe the process of new venture formation from inception to harvesting
* Distinguish the stages of new venture development
* Understand the value of tying financing to milestones that mark a venture’s progress
* Understand how the business plan is related to strategic planning and implementation