

## **FIN 6930: GatorNest**

**Course Objective:** To teach entrepreneurship by working through real problems of real companies.

**Course Description:** Teams of 4-6 students are assembled to do fundamental business consulting for startup companies in the area, professors with inventions (via OTL), students with business ideas, companies worldwide employing UF alumni. Results of a successful project include effective collaboration/teamwork, creation of clear and meaningful vision/goals, and delivery of a roadmap to success. There are weekly meetings with the instructor and perhaps with the client. During these meetings teams review the last week's action items, review the long term goals of the project, and determine the next week's action items. Most research is done outside of these weekly meetings.

**Prerequisite:** None, however this course is generally reserved for graduate business students.

**Assignment:** Although every project is unique and has a unique set of goals, the results of these projects usually take the form of a section of a traditional business plan such as: Market Analysis to determine the volume of demand, Competition Analysis to determine the extent to which the market is already being served, Financial Forecasting to determine how much capital is needed and when it will be needed, Plan of Execution to implement the team's recommendations. Final deliverables include a written report and an oral presentation.

**Textbooks:** None

**Grading:** Weekly individual quality of work (45%), Team Grade / Final Report (50%), Peer evaluation (5%)