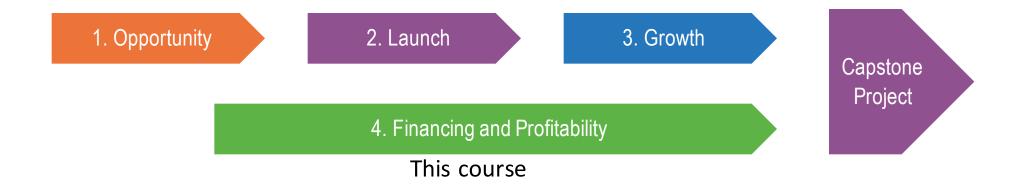
INTRODUCTION

Professor Karl T. Ulrich





The Entrepreneurship Specialization



Key Questions

- What is a sustainable business model?
- How much capital do I need?
- How can I estimate when I'm going to run out of cash or when I will reach positive cash flow?
- What are the available sources of capital?
- What financial analyses do I need for fund raising?
- What other information do investors typically require?
- When I succeed, how can I extract the financial value from my business?