



## **Fin 394.14**

### **Venture Fellows Program**

#### **Spring Semester 2019**

Class Time: Wednesdays 6:30-8:30

Nixon Board Room, RRH 4.304

Office Hours: Wednesdays 4:15-6:15 & by Appointment

Website: <http://venturefellows.com/>

Facebook: <https://www.facebook.com/groups/181531835768/>

LinkedIn: <https://www.linkedin.com/groups/43277>

Professor: Jim Nolen

Office: GSB 5.124C

Phone: 512-232-6834 office

512-699-1803 cell

E-mail: [james.nolen@mcombs.utexas.edu](mailto:james.nolen@mcombs.utexas.edu)

[jimnolen@utexas.edu](mailto:jimnolen@utexas.edu)

#### **Course Description:**

Venture Fellows is a student-led experiential learning program. The program involves a practicum (internship) with a commercial firm or other organization operating in the private equity market and weekly lectures. The practicum is arranged with local venture capital or buyout firms, PE or VC backed portfolio companies, incubators and accelerators, or an agent or advisor in the private equity market. Students are not limited to local organizations if the responsibilities of the practicum allow for remote completion of assignments to the satisfaction of the partner firm and the professor. The weekly lecturers are provided by McCombs faculty or guest lecturers and cover topics related to identifying investment opportunities, researching industries, screening business plans, negotiating and structuring investments, managing portfolio companies, raising capital for a fund or exiting investments. The lecture schedule is included in this syllabus. The course is student led in which the officers and director of venture fellows help select lecture topics and speakers, match internships with venture fellow student's interests, and interview and select the succeeding venture fellows class in the fall of each year.

#### **Course Objectives:**

The primary objective of the course is to introduce students to cross-functional concepts important to the investment decision-making process and management of venture firms, private equity firms, and early-stage entrepreneurial companies. Students are also provided with an opportunity to apply these concepts in actual investment decisions and management of businesses through their internship with local VC, PE and/or portfolio companies.

The course provides the student with an opportunity to integrate and apply the concepts from the major functional areas in business. Because the content varies each semester (earlier stage venture capital in the

spring semester and later stage private equity in the fall semester), the six-hour credit course is taken in sequential semesters during the 2<sup>nd</sup> and 3<sup>rd</sup> semesters of the full-time MBA program for credit. Students selected through a competitive process to the program are expected to enroll in both the spring and fall semesters and complete their internships with their partner firms. **Switching partner firms between semesters is discouraged and must be approved by the student and faculty director.** Maintaining good relations with the partners firms and providing legacy internships for future fellows is of utmost importance.

### **Course Requirements:**

The practicum activities typically require a **minimum** of 10-12 hours per week in an unpaid internship at a partner firm and are based on a schedule set by the students and the sponsor firm. The weekly lecture is typically scheduled for 2 hours and will meet starting at 6:30 each Wednesday evening during the spring and fall semesters. Students are expected attend and to actively participate in the practicum the weekly lectures. Canvas will be used to post class materials such as readings, PowerPoint presentations and Excel templates.

The number of students admitted to the practicum is limited by the number of sponsoring firms for the practicum, typically 16-20 positions per class. First year full-time MBAs are invited to apply to the Venture Fellows program and are selected by the current second-year Venture Fellows through a competitive format that includes interviews and a case analysis. Once selected in the fall semester, new Venture Fellows will begin their practicum in the following spring semester (second semester of their first year) and will continue the practicum in the fall semester (first semester of their second year).

### **Grading Policy:**

Grading for the course is based on an evaluation of each student's activities in the practicum that is completed at the end of the semester by managers at the sponsoring partner firm and a student-prepared presentation or written report on the activities of their internship, their contributions to the leadership of the organization, and their summarization of the lessons learned from the weekly presentations. The presentation or report provides students with the opportunity to share with classmates and to demonstrate mastery of concepts that have been covered in the weekly lectures. The presentation or report should also include suggestions of how the Venture Fellows program can be improved. Each semester, each student will submit a peer review of each Fellows' attendance and participation at weekly lectures, each Fellows' performance of their duties as officers of Venture Fellows, and other Venture Fellow's activities including recruiting and screening new fellows, placement of fellows at partner firms and community outreach programs and fellowship activities. Based on the professor's evaluation of the student's mastery of the subject matter and input from the peer evaluations and partner firm's assessment of internship performance, the professor will award grades of approximately 75%-100% A's and 0-25% A-'s. B's and C's will be awarded if a Fellow does not perform their duties as an officer, attend and participate in class discussions and or fulfill their internship as required.

### **Peer Evaluation:**

At the end of the semester, each Venture Fellow will be asked to evaluate the contribution of other class members with regards to their quality of class discussion and leadership activities of the organization throughout the semester. Everyone will complete a teacher evaluation on the last day as well.

### **McCombs Classroom Professionalism Policy**

The highest professional standards are expected of all members of the McCombs community. The collective class reputation and the value of the Texas MBA/MPA experience hinges on this. Faculty are expected to be professional and prepared to deliver value for each and every class session. Students are expected to be professional in all respects. The Texas MBA/MPA classroom experience is enhanced when:

- **Students arrive on time.** On time arrival ensures that classes are able to start and finish at the scheduled time. On time arrival shows respect for fellow students, faculty and guest speakers and it enhances learning by reducing avoidable distractions.
- **Students minimize unscheduled personal breaks.** The learning environment improves when disruptions are limited.
- **Students are fully prepared for each class.** Much of the learning in the Texas MBA/MPA program takes place during classroom discussions. When students are not prepared they cannot contribute to the overall learning process. This affects not only the individual, but their peers who count on them, as well.
- **Students respect the views and opinions of their colleagues.** Disagreement and debate are encouraged. Intolerance for the views of others is unacceptable.
- **Laptops are closed and put away.** When students are surfing the web, responding to e-mail, instant messaging each other, and otherwise not devoting their full attention to the topic at hand they are doing themselves and their peers a major disservice. Those around them face additional distraction. Fellow students cannot benefit from the insights of the students who are not engaged. Faculty office hours are spent going over class material with students who chose not to pay attention, rather than truly adding value by helping students who want a better understanding of the material or want to explore the issues in more depth. Students with real needs may not be able to obtain adequate help if faculty time is spent repeating what was said in class. There are often cases where learning is enhanced by the use of laptops in class. Faculty will let you know when it is appropriate to use them. In such cases, professional behavior is exhibited when misuse does not take place.
- **Phones and wireless devices are turned off.** We've all heard the annoying ringing in the middle of a meeting. Not only is it not professional, it cuts off the flow of discussion when the search for the offender begins. When a true need to communicate with someone outside of class exists (e.g., for some medical need) please inform the professor prior to class.
- **Dress.** Students are expected to show respect to our speakers and the partner firms by dressing appropriately. Business casual is the standard at speaker meetings, treks, and internships unless stated otherwise.

### **Academic Dishonesty**

The responsibilities for both students and faculty with regard to the Honor System are described on <http://mba.mcombs.utexas.edu/students/academics/honor/index.asp>. As the instructor for this course, I agree to observe all the faculty responsibilities described therein. If the application of the Honor System to this class and its assignments is unclear in any way, it is your responsibility to ask me for clarification.

### **Students with Disabilities**

Upon request, the University of Texas at Austin provides appropriate academic accommodations for qualified students with disabilities. Services for Students with Disabilities (SSD) is housed in the Office of the Dean of Students, located on the fourth floor of the Student Services Building. Information on how to register, downloadable forms, including guidelines for documentation, accommodation request letters, and releases of information are available online at <http://deanofstudents.utexas.edu/ssd/index.php>. Please do not hesitate to contact SSD at (512) 471-6259, VP: (512) 232-2937 or via e-mail if you have any questions.

### **Religious Holidays**

By UT Austin policy, you must notify me of your pending absence at least fourteen days prior to the date of observance of a religious holy day. If you must miss a class, an examination, a work assignment, or a project in order to observe a religious holy day, you will be given an opportunity to complete the missed work within a reasonable time after the absence.

**Early Stage Venture Capital  
Spring Semester 2019 (preliminary – subject to change)**

<b>Date</b>	<b>Room</b>	<b>Speaker/Firm</b>
1/23/19	Nixon Board Room RRH 4.304	Tom Ball, Partner, Next Coast Ventures
1/30/19	Nixon Board Room RRH 4.304	Kyle Ressing, Principal, Strattum Capital
2/6/19	Nixon Board Room RRH 4.304	Charlie Plauche, Partner, S3 Ventures
2/13/19	Nixon Board Room RRH 4.304	Tony Schell, Partner, Escalate Partners
2/20/19	Nixon Board Room RRH 4.304	Chris Manning, Trilantic Capital
2/27/19	Nixon Board Room RRH 4.304	Roy Seiders, Chairman, YETI Coolers
3/6/19	Nixon Board Room RRH 4.304	Alan Cline, Partner, Vista Equity
3/13/19	Nixon Board Room RRH 4.304	Global Trips – Administrative Session Only
3/20/19	Nixon Board Room RRH 4.304	Spring Break – No Class
3/27/19	Nixon Board Room RRH 4.304	Evan Loomis, Co-founder, ICON
4/3/19	Nixon Board Room RRH 4.304	Jonathan Coon, founder, 1-800-contacts
4/10/19	Nixon Board Room RRH 4.304	Eric Lang, MD, TRS Private Markets
4/17/19	Nixon Board Room RRH 4.304	Matt Lyons, Partner, Shearman & Sterling
4/24/19	Law Offices of Shearman & Sterling	Mock Founder Negotiations
5/1/19	Nixon Board Room RRH 4.304	Mellie Price, Dell Medical & Capital Factory
5/8/19	Nixon Board Room RRH 4.304	John Kiltz, Partner, Stonelake Capital (RE)

**Other Significant Dates:**

2/8/19	HMTF Private Equity Conference	Rowling Hall/ATT Conference
2/15/19	Wharton PE Competition	
2/15/19	Host VCIC	RRH
2/22/19	Compete in VCIC Santa Clara	Santa Clara, CA
4/21/19	Easter Weekend	Holiday Weekend
4/4-4/7/19?	New York City Trek	
5/22/19?	Boat EOY Party	

## Spring, 2019 Internship Placements And Officer Positions

Name	Firm Placement	VF Position
Lauren Roche	Next Coast Ventures	<b>Director</b>
Ben Beverly	Silverton Partners	Vice President - Curriculum
Bryant Buraruk	Trilantic Capital	Vice President - Placement
Cecile Cosby	Strattam Capital	Vice President - Recruitment
Grace Ferguson	The CapStreet Group	Vice President - Finance
Chris Goff	CAVU	Vice President - Curriculum
Alexander Grubbs	S3 Ventures	Vice President - Placement
Gbenoba Idah	Brand Foundry	Vice President – Recruitment
Nathan Jones	ATX Seed	Vice President - Treks
Michael Morris	Whole Foods	Vice President - Treks
Scott Odom	ORG (Owner’s Resource Group)	Vice President - Placement
Krishan Patel	LivWell Ventures	Vice President – Recruitment
Sophie Roane	True Wealth Ventures	Vice President - Curriculum
Connor Taylor	Stafford Capital Partners	Vice President–Alumni Relations
Carter Ware	Blue Sage Capital	Vice President - Curriculum
Sunayana Yadav		Vice President - Marketing
Eugenio Zubieta	Holt Ventures	Vice President-Alumni Relations