



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Alternative Sources of Financing

Course

Field of study

Year/Semester

Engineering Management

2/3

Area of study (specialization)

Profile of study

Level of study

Course offered in

Second-cycle studies

polish

Form of study

Requirements

full-time

elective

Number of hours

Lecture

Laboratory classes

Other (e.g. online)

Tutorials

Projects/seminars

15

Number of credit points

1

Lecturers

Responsible for the course/lecturer:

Responsible for the course/lecturer:

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Wydział Inżynierii Zarządzania

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Prerequisites

KNOWLEDGE: The student knows the basic concepts of finance and the financial market. Has general knowledge about the functioning of the economy, its management and existing financial markets. Student is familiar with the scope of money and financial market structures.

SKILLS: The student has the skills to perceive, associate and interpret phenomena occurring in the economy. Has the ability to perform calculations in the field of mathematical analysis.

SOCIAL COMPETENCES: The student is able to form independent assessments in the field of socio-economic policy, as well as argue his position and defend his opinions. Should show willingness to cooperate in a team and effectively search for information on the Internet.



Course objective

The Student understand the basic mechanisms of the functioning of the financial system in the national economy and their impact on financial decisions taken by individual business entities. Developing students' skills in selecting various financial market instruments in the area of obtaining an effective source of financing. The ability to see financial solutions outside the money market. The ability to classify capital market instruments.

Course-related learning outcomes

Knowledge

1. The Student knows the concept of finance and is able to identify streams and resources of alternative sources of financing
2. Is familiar with the differences arising from money and capital market solutions
3. Is familiar with the possibility of choosing the source, finances according to individual determinants
4. Is able to discuss the basic issues regarding alternative sources of entrepreneurship financing

Skills

1. Has the ability to see, associate and interpret phenomena occurring in the economy in the financial market and its individual segments: monetary and capital
2. Is able to assess the impact of the policies pursued by the state on the variability of availability of alternative financing sources
3. Has the ability to find the necessary information about the source of finance to support effective company management
4. Is able to independently choose financial instruments from the offer of alternative sources of financing, depending on the age and industry of the enterprise

Social competences

1. The student is aware of the impact of fiscal and monetary policy and financial markets on the functioning of individuals and enterprises
2. Recognizes the need to compromise in various areas of economic policy
3. Is able to communicate efficiently in the field of finance and explain the benefits of using alternative sources of financing
4. Has the ability to compare individual market offers proposed by the private equity market

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

LECTURE: formative assessments obtainable for: activity in discussions summarizing individual lectures or specific material (e.g. books, movies, articles), giving the student the opportunity to assess the understanding of the problem; written assignments asked during the semester (e.g. essay), written



exam (e.g. in the form of Moodle test or traditional). Summative assessment: arithmetic average of formative grades with rounding conditions given and placed on the MODDLE platform - it is not possible to get a pass without passing the exam for a positive grade (min. 55% of points)

TUTORIALS: Formative assessment: current activity during classes and participation in the discussion; tickets with 10 questions; written works based on given books, articles or movies; preparing a financial report on a given topic and delivering it during classes; cas-study tasks; colloquium consisting of 26 questions including a minimum of three tasks to calculate). Summative assessment: arithmetic average of formative grades with rounding conditions given and placed on the MODDLE platform - it is not possible to get a pass without writing a colloquium for a positive grade (min. 55% of points)

Programme content

1. The role and importance of financing - The issue of financing as any venture undertaken to provide the enterprise with capital and shaping the capital structure in specific market conditions
2. Financing as a process - Determining the company's capital needs, managing the inflow and use of financial resources, shaping the financial result, monitoring the use of funds, analyzing deviations between the financial plan and its implementation
3. Sources of external capital in the enterprise - division according to the criterion of time (short and long-term), sources of external and external financing
4. Shaping the capital structure in an enterprise - conventional (classic) and unconventional (alternative) forms of enterprise financing
5. Alternative sources of financing enterprises - Risk capital: Financing Private Equity
6. Alternative sources of financing enterprises - Risk capital (convertible bonds) and hybrid capital
7. Alternative sources of financing enterprises - factoring and forfaiting of debts, leasing and long-term rental
8. Alternative sources of financing for entrepreneurship - Securitization, franchise and off-balance sheet sources of financing (contingent liabilities and derivatives)

Teaching methods

- I. FEEDING: 1. Informative lecture 2. Problem lecture 3. Conversational lecture 4. Talking 5. Lecture, reading
- II. SEARCHING FOR: 1. Case study 2. Brainstorming 3. Discussion - round table 4. Discussion - pyramid 5. Discussion - seminar 6. Discussion - paper
- III. TUTORIAL - PRACTICAL: 1. Auditorium exercises 2. Demonstration method 3. Project method 4. Workshop method
- IV. EXPOSING: 1. Demonstration (movie, presentation)



Bibliography

Basic

1. Małecka, J. (2018). Alternative Sources of Financing for SMEs in Poland in the Light of Empirical Research. Proceedings, Volume 2, EFERIC 2018. The 2nd Entrepreneurship and Family Enterprise Research International Conference. <https://doi.org/10.3390/proceedings2241521>
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2. Małecka, J. (2017). NewConnect as a Source of Financing form Small and Medium-Sized Enterprises. Proceedings Paper IMECS 2017, pp.: 540-552. Praha: Vysoka Skola Ekonomicka & Praze.
http://imes.vse.cz/wp-content/uploads/2015/08/Conference_Proceedings_IMES_2017.pdf
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4. Małecka, J. (2017). Alternative Securities Markets as Financing Sources for SMEs – Selected Aspects of AIM and NC. Contemporary Issues in Business, Management and Education 2017, 1-9
<http://doi.org/10.3846/cbme.2017.072>
5. Podstawka, M. (2017). Finanse, Instytucje, Instrumnty, Podmity, Rynki, Regulacje. PWN
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7. Okręglicka M. (2004): Aspekty prawne, organizacyjne i ekonomiczne leasingu. Difin, Warszawa

Additional

1. Małecka, J. (2016). Alternative Securities Markets in Poland and the United Kingdom. Problemy Zarządzania vol.14, nr 4(63),t.1,pp:11-24. <http://dx.doi.org/10.7172/1644-9584.63.1> WOS: 000400572200001
 2. Małecka, J. (2015). Giełda Papierów Wartościowych w Warszawie jako potencjalne źródło finansowania małych i średnich przedsiębiorstw. ZN NR 848 Ekonomiczne Problemy Usług nr 116. P.496-507. Szczecin: Wydawnictwo Uniwersytetu Szczecińskiego.
http://www.wzieu.pl/zn/848/ZN_848.pdf
 3. Bieniasz A., Czerwińska-Kayzer D. (2004): Venture capital – źródło kapitału dla przedsiębiorstwa. W: Zarządzanie finansami. Finansowanie przedsiębiorstw w Unii Europejskiej. Red. D. Zarzecki. T. 1. Uniwersytet Szczeciński, Szczecin: 21-31.
 4. Wolak-Tuzimek A. (2004): Alternatywne źródła finansowania działalności przedsiębiorstw. W: Zarządzanie finansami. Finansowanie przedsiębiorstw w Unii Europejskiej. Red. D. Zarzecki. T. 1. Uniwersytet Szczeciński, Szczecin: 163-173.
- Tamowicz P., Rot P. (2002): Fundusze venture capital w Polsce – informator. Polska Agencja Rozwoju Przedsiębiorczości, Warszawa



6. Europejski Etyczny Kodeks Franchisingu. (1990). Europejska Federacja Franchisingu. <http://www.franchising.info.pl>.

Breakdown of average student's workload

| | Hours | ECTS |
|---|-------|------|
| Total workload | 30 | 1,0 |
| Classes requiring direct contact with the teacher | 15 | 0,5 |
| Student's own work (literature studies, preparation for laboratory / exercises, preparation for colloquia / exam, project preparation, watching movies, cas-study tasks, writing an essay, reading a book) ¹ | 15 | 0,5 |

¹ delete or add other activities as appropriate