



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Alternative Financing Sources

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### Course

Field of study

Engineering Management

Area of study (specialization)

Enterprise Resource and Process Management

Level of study

Second-cycle studies

Form of study

full-time

Year/Semester

2/3

Profile of study

general academic

Course offered in

Polish

Requirements

compulsory

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### Number of hours

Lecture

Laboratory classes

Other (e.g. online)

Tutorials

Projects/seminars

15

### Number of credit points

1

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### Lecturers

Responsible for the course/lecturer:

Ph.D., Joanna Małecka

Responsible for the course/lecturer:

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### Prerequisites

1. 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.

2. 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.

3. 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. The ability to select alternative sources of financing, supporting the financial liquidity of enterprises to the size and needs of the enterprise.

### Course-related learning outcomes

#### Knowledge

The student characterizes advanced methods of modeling information and decision-making processes in the context of alternative sources of corporate financing [P7S\_WG\_02].

The student describes the structural and organizational conditions affecting the selection and management of alternative sources of financing [P7S\_WG\_05].

The student identifies financial linkages in network organizations, including their impact on corporate financing [P7S\_WG\_06].

The student explains the nature of management science in the context of alternative financing [P7S\_WG\_08].

#### Skills

The student critically analyzes financial processes and their impact on enterprise strategies [P7S\_UW\_01].

The student forecasts the economic impact of various alternative sources of finance and models their impact on the enterprise [P7S\_UW\_02].

The student formulates financial strategies based on alternative sources of capital [P7S\_UW\_04].

The student analyzes and formulates hypotheses on the use of alternative sources of financing [P7S\_UW\_07].

#### Social competences

The student integrates interdisciplinary knowledge, forming teams to manage finances and solve financing problems [P7S\_KK\_01].



The student identifies and evaluates cause-and-effect relationships in financing and makes strategic financial choices [P7S\_KK\_02].

The student plans and manages financial projects using alternative sources of capital [P7S\_KO\_03].

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment: current activity in the classroom and participation in the discussion; tests consisting of 5-10 questions also at eKursy platform; written works based on given books, articles or films; preparing and delivering a presentation on the topic: alternative financial instruments; comparing market offers on a given topic and delivering it during the course; cas-study tasks; tests.

Summative assessment: the arithmetic average of the forming grades with the rounding conditions provided and placed on the eCourses course platform and the final test - no possibility of obtaining a credit without writing the final test with a positive mark (min. 50% of points)

### Programme content

1. The role and importance of the market economy for financing processes
2. The structure of the financial market and individual market participants
3. Criteria for the division of capital in an enterprise - source of origin and ownership, time of disposal, purpose of financing and source of financing
4. Short-term alternative sources of corporate finance - factoring, reverse factoring, derivatives, short-term debt securities
5. Short-term alternative sources of corporate finance - trade finance products
6. Long-term alternative sources of corporate finance - franchising, securitization, crowdfunding, business angels
7. Long-term alternative sources of corporate financing - WSE - main and alternative market
8. Long-term alternative sources of enterprise financing - Private Equity Funds

### Teaching methods

- I. FEEDING: 1. Informative lecture 2. Problem lecture 3. Conversational lecture 4. Talking 5. Working with a book 6. Lecture, reading
- II. PRACTICAL - PROBLEM: 1. Brainstorming 2. Panel discussion 3. Problem lecture 4. Business stories 5. Case study
- III. PRACTICAL - ACTIVATING: 1. Case Study 2. Managerial training 3. Business stories
- IV. PRACTICAL - EXCELLENT: 1. Demonstration 2. Business stories 3. Using a computer, e-learning platform and mobile applications



## Bibliography

### Basic

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2. Małecka, J. (2020). Instrumenty rynku kapitałowego w zarządzaniu finansami mikro, małych i średnich przedsiębiorstw - Cechy przedsiębiorstwa a wybór źródeł finansowania. Poznań: PTE
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5. Grzywacz, J. (2005). Venture Capital a potrzeby kapitałowe małych i średnich przedsiębiorstw. Warszawa: SGH.

### Additional

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<https://www.mdpi.com/2504-3900/2/24>
7. 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>
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9. 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](http://imes.vse.cz/wp-content/uploads/2015/08/Conference_Proceedings_IMES_2017.pdf)  
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13. 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.

#### Breakdown of average student's workload

	Hours	ECTS
Total workload	25	1,0
Classes requiring direct contact with the teacher	20	1,0
Student's own work (literature studies, preparation for lectures /classes (tutorials), preparation for tests/final test/exam, project/presentation preparation, writing essay, case-study analysis, watching movies) <sup>1</sup>	5	0,0

<sup>1</sup> delete or add other activities as appropriate