

**PJSC "Higher Education Institution" INTERREGIONAL ACADEMY OF
PERSONNEL MANAGEMENT"**

Danube Branch



SYLLABUS

of the academic discipline (selective)

VENTURE PROJECT MANAGEMENT

Specialty **D3 Management**

Educational level: **First (bachelor's) level**

Educational program: **Management**

General information about the academic discipline

Name of the discipline	Venture Project Management
Code and name of specialty	D3 "Management"
Level of higher education	First (bachelor's) level
Discipline status	Selective
Number of credits and hours	3 credits / 90 hours Lectures: 16 Seminars: 14 Independent work of students: 60
Terms of study of the discipline	Semester 8
Language of instruction	Ukrainian
Type of final control	Pass/fail (credit)

General information about the teacher. Contact information.

Gutsaliuk Oleksiy Mykolayovych	
Academic degree	Doctor of Economics
Position	Professor of the Department of Economics and Management
Areas of scientific research	Mechanisms of venture financing and management of innovative projects; development of modern international economic relations and strategies for commercialization of startups in the context of global challenges and digital economy
Links to the registers of identifiers for scientists	Google Scholar https://scholar.google.com.ua/citations?user=yjEMtjsAAAAJ&hl=ru ORCID: https://orcid.org/0000-0002-6541-4912 SCOPUS: https://www.scopus.com/authid/detail.uri?authorId=57215935877
Teacher's contact information:	
E-mail:	menedzmentuk@gmail.com
Contact phone number	+380677445957
Instructor's portfolio on the website	https://izmail.maup.com.ua/assets/files/gucalyuk-portfolio-a.pdf

Discipline's description.

The discipline "Venture Project Management" is a practice-oriented course aimed at forming future managers' competencies in creating, financing and scaling high-tech business projects in conditions of high uncertainty. The course covers the full cycle of venture business management: from generating an innovative idea and finding investments to strategies for successful exit from the project. Particular attention is paid to the specifics of the venture capital market of Ukraine, the legal regime "Diia. City", methods for evaluating startups and the psychology of interaction between founders and venture investors.

The subject of the discipline is the patterns of formation, financing and strategic management of innovative projects at different stages of their life cycle.

The aim of the discipline is the assimilation of theoretical knowledge by students and the acquisition of practical skills in managing the processes of attracting venture capital, developing strategies for the development of risky projects and ensuring their investment attractiveness for the global innovation market.

The objectives of the discipline are to master the methodology of selection and examination of venture ideas; to study the mechanisms of functioning of venture funds and business angels; to master the tools of financial modeling and valuation of startups at different stages of development; to form skills in preparing presentation materials and negotiating with investors; to study the legal aspects of registration of investment agreements and protection of intellectual property rights.

As a result of studying the selective educational component "Venture Project Management", applicants must:

Know:

- the specifics of the functioning of the venture ecosystem and the role of its main subjects;
- stages of the life cycle of a venture project and features of management at each of them;
- methods for estimating the value of startups in the early stages of development;
- legal foundations of venture investment in Ukraine and the world, in particular the "Diia. City»;
- typical structure of investment agreements and basic financing conditions;
- strategies for investors to exit the venture business.

Be able to:

- conduct preliminary selection and examination of innovative business ideas;
- develop business models of venture projects using the Lean Canvas methodology;
- form a financial plan for the project and calculate indicators of its viability;
- prepare presentation materials (Pitch Deck) to attract investments;
- identify and develop strategies to minimize specific venture risks;
- use artificial intelligence tools to analyze the market and competitive environment.

Prerequisites for the discipline. The study of the discipline is based on the knowledge gained during the mastering of the following mandatory components: "Enterprise Economics", "Management", "Marketing", "Financial Management", "Investing", "Operational Management" and "Fundamentals of Business Management".

Post-requisites for the discipline. The acquired knowledge and skills are used by students during the mandatory components of the 8th semester: "Industrial (pre-diploma) practice" and preparation of the "Bachelor's qualification (diploma) work".

Content of the academic discipline

№	Topic name	Teaching Methods/Assessment Methods
Topic 1	Venture capital as a driver of innovation economy	<p>Teaching methods:</p> <ul style="list-style-type: none"> - The educational process involves a combination of lectures (review, problem, visualization lectures) and practical classes in the form of seminars-discussions. - Interactive methods are widely used to form applied skills: case study, brainstorming, working in small groups, and performing analytical projects while working independently. <p>Assessment methods</p> <p>Assessment is carried out according to the cumulative system and includes:</p> <ul style="list-style-type: none"> - current control: oral questioning, express testing, solving situational problems and defense of individual tasks; - modular control: written modular control work (MCR) after the completion of content blocks; - final control: exam/test (written work with theoretical and practical tasks).
Topic 2	Infrastructure and Venture Market Entities	
Topic 3	Search, selection and examination of venture projects	
Topic 4	Strategic planning and business modeling	
Topic 5	Financial Management and Valuation of Venture Business	
Topic 6	Investment process: from project presentation to agreement	
Topic 7	Risk Management and Crisis Management	
Topic 8	Exit strategies and business scaling	
Module Assessment Task		
Final assessment: pass/fail (credit)		

Technical Equipment and Software.

Material and technical support of the educational process involves the use of specialized classrooms and library funds. Multimedia equipment (projector, computer) is used to visualize the educational material during lectures and seminars. Practical tasks and in-depth study of topics are provided by access to the Internet via free Wi-Fi coverage. Additionally, it provides for the use of cloud services for teamwork (for example, Trello or Notion), specialized software for financial modeling, as well as artificial intelligence tools for conducting market research and assessing the potential of venture projects.

Forms and methods of assessment.

The system of assessment of applicants' knowledge includes current and final (semester) control.

Current assessment is carried out systematically during practical and seminar classes in order to check the level of assimilation of theoretical foundations, the formation of diagnostic and forecasting skills, as well as the ability to use specialized software for modeling and data analysis.

Forms of student participation in the educational process, which are subject to current control.

Students' participation in the educational process is realized through oral presentations, presentations of analytical research, reports on the results of case studies, as well as active involvement in professional discussions and brainstorming. The written component of the work includes the performance of control and test tasks, the preparation

of analytical notes, abstracts and notes based on the materials of lectures and independent study.

Methods of ongoing assessment include: The methodological tools of control combine oral forms (surveys, interviews) and written types of work (reports, calculation tasks, building models). The assessment is also based on observing the activity of applicants in solving problem situations, checking the results of the presentation of individual projects, and conducting testing with open and closed types of tasks.

Grading system and requirements.
Table of distribution of points received by students*

Topics	Ongoing knowledge control						Final control		Total points
	Seminar 1 (Topic 1.2)	Seminar 2 (Topic 3,4)	Seminar 3 (Topic 5)	Seminar 4 (Topic 6.7)	Seminar 5 (Topic 8.9)	Seminar 6 (Topic 10)	Module assessment task	Pass /Fail	
Work in a seminar class	6	6	6	6	6	6	20	20*	100
Independent work	4	4	4	4	4	4			

*The table contains information about the maximum points for each type of academic work of a higher education applicant.

Assessment Criteria and Procedure

Assessment of students' educational achievements is carried out in accordance with the current Regulations on Assessment in a Higher Education Institution.

Modular Assessment. Modular Assessment (MA) is carried out at the final lesson of each content block in the form of written testing.

When evaluating the unit test, the volume and correctness of the tasks are taken into account:

- grade "excellent" (A) is given for the correct completion of all tasks (or more than 90% of all tasks);
- grade "good" (B) is given for completing 80% of all tasks;
- grade "good" (C) is given for completing 70% of all tasks;
- the grade "satisfactory" (D) is given for the correct completion of 60% of the proposed tasks;
- the grade "satisfactory" (E) is given if more than 50% of the proposed tasks are correctly completed;
- An "unsatisfactory" (FX) rating is given if less than 50% of the tasks are completed.
- Failure to appear for the unit test - 0 points.

The above scores are converted into rating points as follows:

"A" - 18-20 points;

"B" - 16-17 points;

- "C" - 14-15 points;
- "D" - 12-13 points.
- "E" - 10-11 points;
- "FX" - less than 10 points.

The final semester assessment in the discipline "Venture Project Management" is a mandatory form of assessment of students' learning outcomes. It is carried out within the terms determined by the curriculum and covers the amount of material determined by the course program.

The final assessment is carried out in the form of a test. A student who has completed all the necessary work is admitted to the semester assessment.

The final grade is given based on the student's learning outcomes during the semester. The student's assessment consists of points accumulated from the results of the current assessment and incentive points.

Students who have completed all the required tasks and received a score of 60 points or higher receive a grade corresponding to the grade received, without additional testing.

For students who have completed all the necessary tasks, but received a score below 60 points, as well as for those who want to improve their score (result), the teacher conducts the final work in the form of a test during the last scheduled lesson in the discipline in the academic semester.

Evaluation of Additional (Individual) Educational Activities

Additional (individual) types of educational activities include the participation of applicants in the work of scientific conferences, scientific circles of applicants and problem groups, preparation of publications, participation in All-Ukrainian Olympiads and competitions and International competitions, etc., in excess of the scope of tasks that are established by the relevant work program of the academic discipline.

By the decision of the department, students who participated in research work and performed certain types of additional (individual) types of educational activities can be awarded incentive (bonus) points for a certain educational component.

Assessment of independent work (Maximum — 4 points)

The total number of points received by a student for independent work is one of the components of academic success in the discipline. Independent work on each topic, according to the course program, is evaluated in the range from 0 to 4 points using standardized and generalized criteria for assessing knowledge.

Scale for evaluating the performance of independent work (individual tasks)

Maximum possible assessment of independent work (individual tasks)	Execution level			
	Excellent	Good	Satisfactory	Unsatisfactory
4	4	3	2	0-1

Forms of assessment include: current assessment of practical work; current assessment of knowledge acquisition based on oral answers, reports, presentations and other

forms of participation during practical (seminar) classes; individual or group projects that require the development of practical skills and competencies (optional format); solving situational problems; preparation of resumes on independently studied topics; testing or written exams; preparation of draft articles, conference abstracts and other publications; other forms that ensure a comprehensive assimilation of the curriculum and contribute to the gradual development of skills for effective independent professional (practical, scientific and theoretical) activities at a high level.

To assess the learning outcomes of a higher education applicant during the semester, a 100-point, national and ECTS assessment scale is used

Summary assessment scale: national and ECTS

Total points for all types of learning activities	ECTS assessment	National scale assessment	
		for exam, course project (work), internship	For pass/fail (credit)
90 – 100	A	excellent	pass
82 – 89	B	good	
75 – 81	C		
68 – 74	D	satisfactorily	
60 – 67	E		
35 – 59	FX	unsatisfactory with the possibility of reassembly	fail unsatisfactory with the possibility of retaking
0 – 34	F	unsatisfactory with mandatory re-study of the discipline	fail with mandatory re-study of the discipline

Discipline's Policy

Successful mastering of the educational component "Venture Project Management" requires high self-discipline and a responsible attitude to the educational process from students. Prerequisites are regular attendance of lectures and practical classes, active participation in classroom work, as well as timely and high-quality performance of all types of independent and control tasks provided for by the program. In case of missing classes or obtaining unsatisfactory results, the student is obliged to liquidate academic debt by working out the relevant topics.

An integral part of education is strict adherence to the norms of academic ethics and culture of behavior. The educational process is based on the principles of academic integrity, which involves the exclusive independent performance of all written works, reports and presentations. Any borrowings of thoughts or texts of other authors should be accompanied by correct references to primary sources. Within the course of the course, any manifestations of academic dishonesty are unacceptable, including plagiarism, self-plagiarism, fabrication and falsification of data, cheating, deception, bribery or biased evaluation.

Recommended sources of information

Basic literature:

1. On Innovation Activity: Law of Ukraine of July 04, 2002, No. 40-IV. URL: <https://zakon.rada.gov.ua/laws/show/40-15>.

2. On investment activity: Law of Ukraine of September 18. 1991, No. 1560-XII. URL: <https://zakon.rada.gov.ua/laws/show/1560-12>.
3. On State Regulation of Activities in the Sphere of Technology Transfer: Law of Ukraine of September 14. 2006, No. 143-V. URL: <https://zakon.rada.gov.ua/laws/show/143-16>.
4. On stimulating the development of the digital economy in Ukraine: Law of Ukraine of July 15. 2021, No. 1667-IX. URL: <https://zakon.rada.gov.ua/laws/show/1667-20>.
5. On the Innovation Development Fund: Resolution of the Cabinet of Ministers of Ukraine dated 07 November. 2018, No. 928. URL: <https://zakon.rada.gov.ua/laws/show/928-2018-n>.
6. On approval of the Strategy for the development of the sphere of innovation for the period up to 2030: Order of the Cabinet of Ministers of Ukraine dated July 10. 2019, No. 526-r. URL: <https://zakon.rada.gov.ua/laws/show/526-2019-r>.
7. On approval of the Strategy for the Development of Small and Medium-Sized Enterprises in Ukraine for the Period up to 2027: Decree of the Cabinet of Ministers of Ukraine of August 30. 2024, No. 823-r. URL: <https://zakon.rada.gov.ua/laws/show/823-2024-r>.

Additional literature:

1. Tretyakova O. V., Kharabara V. M., Greshko R. I. Venture Financing as an Effective Tool for Innovative Development of the Country. *Investments: practice and experience*. 2020. № 17–18. Pp. 18–23
2. Shramko O. O. Venture Investment as a Means of Stimulating the Implementation of Innovations at Enterprises. *Market economy: modern theory and practice of management*. 2020. № 2 (45). Pp. 354–364
3. Chyzh L. P., Khoteeva N. V., Saakyan E. A. Venture capital in the development of innovative entrepreneurship in Ukraine. *Scientific Works of the Interregional Academy of Personnel Management. Economic Sciences*. 2021. № 3 (62). Pp. 48–54.
4. Dykha M. V., Polozova V. M., Orlov V. V. Venture industry in Ukraine: state, problems and ways of their solution. *Economics, Management and Administration*. 2022. № 2 (100). Pp. 54–61 DOI: [https://doi.org/10.26642/jen-2022-2\(100\)-54-61](https://doi.org/10.26642/jen-2022-2(100)-54-61).
5. Bondarchuk N. V. Problems of functioning of the mechanism of venture financing in Ukraine. *Actual problems of the development of the region's economy*. 2022. № 2. Pp. 177–184
6. Dyba M. I., Gernego Y. O. Venture Business in Ukraine and Digital Innovation Hubs as an Institute for Its Development. *Economy of Ukraine*. 2021. № 6. Pp. 36–49 URL: http://nbuv.gov.ua/UJRN/EkUk_2021_6_5.
7. Dyba M. I., Gernego Y. O. Venture Financing: Teaching Aid. Kyiv: KNEU, 2021. 144 p. URL: <https://ir.kneu.edu.ua/server/api/core/bitstreams/19d356c2-7fc6-4991-a651-7be9d1509ec7/content>.
8. Ivanov K. R. Venture Financing: Essence, Features and Current State. *Actual problems of the economy*. 2024. № 7 (277). Pp. 174–187 URL: https://eco-science.net/wp-content/uploads/2024/07/7.24_topic_Kyrylo-Ivanov-174-187.pdf.

9. Kochura T. O. Global Trends in the Development of Venture Capital and Their Impact on Investing in High-Tech Projects. *Business Inform.* 2020. № 4. С. 118–126. DOI: <https://doi.org/10.32983/2222-4459-2020-4-118-126>.
10. Yereshko Y. O. Venture Investing: Formation and World Experience. *Economic Bulletin of NTUU "KPI"* : electronic. resource. URL: <https://files01.core.ac.uk/download/47234307.pdf>.
11. Drozdovskyi Y. P., Fedynets M. M. Venture Investing in Modern Conditions of World Economy Development. *Scientific Bulletin of Uzhhorod National University.* 2022. № 43. Pp. 48–53
12. Kumar R., Sharma M. *Venture Capital Investments.* SAGE Publishing, 2020. 184 p.

Information resources:

1. European Venture Capital and Private Equity Association. URL: <https://www.investeurope.eu>
2. Ukrainian Association of Investment Business. URL: <http://www.uaib.com.ua>