

## 804251 - FMN - Finançament i Models de Negoci

Unitat responsable:	804 - CITM - Centre de la Imatge i Tecnologia Multimèdia		
Unitat que imparteix:	804 - CITM - Centre de la Imatge i Tecnologia Multimèdia		
Curs:	2018		
Titulació:	GRAU EN DISSENY I DESENVOLUPAMENT DE VIDEOJOC (Pla 2014). (Unitat docent Obligatòria) GRAU EN DISSENY I DESENVOLUPAMENT DE VIDEOJOC (Pla 2014). (Unitat docent Obligatòria)		
Crèdits ECTS:	6	Idiomes docència:	Anglès

### Professorat

Responsable: Patton Ripoll, Liam Winston

### Competències de la titulació a les quals contribueix l'assignatura

#### Específiques:

CEVJ 10. Identificar el procés de producció i les metodologies de desenvolupament d'un videojoc, així com el paper de cada un dels perfils implicats i les funcions.

CEVJ 11. Identificar els models de negoci, finançament i monetització propis de la indústria del videojoc, així com la seva distribució digital, seguiment i màrqueting.

#### Transversals:

CT5. TERCERA LLENGUA: Conèixer una tercera llengua, preferentment l'anglès, amb un nivell adequat oral i escrit i en consonància amb les necessitats que tindran els titulats i titulades.

CT1a. EMPRENEDORIA I INNOVACIÓ: Conèixer i comprendre l'organització d'una empresa i les ciències que en regeixen l'activitat; tenir capacitat per comprendre les regles laborals i les relacions entre la planificació, les estratègies industrials i comercials, la qualitat i el benefici.

CT2. SOSTENIBILITAT I COMPROMÍS SOCIAL: Conèixer i comprendre la complexitat dels fenòmens econòmics i socials típics de la societat del benestar; tenir capacitat per relacionar el benestar amb la globalització i la sostenibilitat; assolir habilitats per usar de forma equilibrada i compatible la tècnica, la tecnologia, l'economia i la sostenibilitat.

### Metodologies docents

The teacher will explain the new content with references and exercises to the students they will have to study and prepare during the following days in order to practice and deeper understand the contents.

The course, apart from the required specific theory, is intended to be rather practical, focusing on the student's learning by doing and understanding the tools to gauge how a business works and students will participate also commenting in the classroom real-life cases.

This is a business driven subject, that needs to be as practical as possible to students understand the need profitability that each game (or product) needs to drive and notions of finance that will be helpful for them in the future.

They will learn which and how the financial reports are required to managing and running a company.

It will be important that students participate during the course in the creation of business plans, investor pitches and budgeting controlling. As the best way of learning will be by doing.

There will be at least 2 practical cases for students to carry on, where the teacher will present the case and students will have to develop it, explain it to the rest of the classroom and others will comment.

Oral presentations will be important as this may take the students away from their comfort zone and forces them to synthesize and summarize information, very important also for their future as entrepreneurs or individual workers.

### Objectius d'aprenentatge de l'assignatura

- Understand how to create a budget for the development and commercialization of a videogame, fund a company and

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fundamentals of finance controlling

- High-level comprehension of your company's financial controls, key facts of business finance, annual accounts, profit and loss, balance sheet and how the cash circulates in a business
- Students will need to recognize key indicators of the company
- They will need to have a fair knowledge of excel
- Students should learn to understand a company thru the numbers and be able to plan its performance for the following period of time (month, year, years)
- They will be able to look for the best possible options to forecast cost and sales, and differentiate variable and fix costs in order to forecast them over the time
- They will develop the understanding to challenge other departments forecast
- They will be able to build a budget from scratch
- By the end of the course they should be able to understand a Budget and its deviation
- Different business models within the industry, revenue sources as a studio, as a single-person business (freelancer) or consultant, and what the market is looking for, as well as in-game business models that will bring money to the company from the end users
- Be aware of the different investor needs depending on the stages of the company, and create the best pitch to help you finance your company in a highly competitive and saturated business as the videogames industry
- Practice your investor pitch

### Hores totals de dedicació de l'estudiantat

Dedicació total: 150h	Hores grup gran:	30h	20.00%
	Hores grup mitjà:	18h	12.00%
	Hores grup petit:	0h	0.00%
	Hores activitats dirigides:	12h	8.00%
	Hores aprenentatge autònom:	90h	60.00%

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### Continguts

STARTUPS	Dedicació: 2h Grup gran/Teoria: 2h
Descripció: What are the different stages for funding a (startup) company? - Seed - Series A - Series B / Series C - Exit	
VIDEOGAME CREATION PROCESS OVERVIEW	Dedicació: 2h Grup mitjà/Pràctiques: 2h
Descripció: a. Life-cycle milestones b. Roles c. Approval processes	
BUDGETING	Dedicació: 8h Grup mitjà/Pràctiques: 8h
Descripció: a. How do I create a budget for my videogame? b. How do I control my budget? i. Roles and organization chart inside the studio ii. Producer and Business Controller roles coordination to input Costs iii. One Cost Centre or more Cost Centers / Analytics Accounting iv. Fixed and variable costs v. Forecasting vi. Create your spread sheet: Budget / Actual / Deviation. Managing deviation vii. Most important KPI to control c. Class practical case	

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FINANCE AND FINANCING	Dedicació: 20h Grup mitjà/Pràctiques: 20h
<p>Descripció:</p> <ul style="list-style-type: none"> <li>a. FINANCE: Introduction to Finance <ul style="list-style-type: none"> <li>i. The three financials reports (6h) <ul style="list-style-type: none"> <li>1. Balance Sheet</li> <li>2. Income Statement: P&amp;L</li> <li>3. Cashflow</li> </ul> </li> </ul> </li> <li>b. FINANCING: How do I finance my videogame? <ul style="list-style-type: none"> <li>i. Overview</li> <li>ii. Private Funding</li> <li>iii. Public administration</li> <li>iv. Role Playing</li> </ul> </li> </ul>	
BUSINESS MODELS	Dedicació: 12h Grup mitjà/Pràctiques: 12h
<p>Descripció:</p> <ul style="list-style-type: none"> <li>a. What are the different models for earning money in the videogame industry? <ul style="list-style-type: none"> <li>i. B2B</li> <li>ii. B2C</li> </ul> </li> <li>b. THE BUSINESS PLAN</li> </ul>	
ENTREPRENEURSHIP	Dedicació: 2h Grup mitjà/Pràctiques: 2h
<p>Descripció:</p> <ul style="list-style-type: none"> <li>a. What is means to be an entrepreneur</li> <li>b. What makes a successful entrepreneur</li> <li>c. Finding help for early entrepreneurs: Catalonia incubators and accelerators</li> </ul>	
INVESTOR PITCH	Dedicació: 4h Grup mitjà/Pràctiques: 4h
<p>Descripció:</p> <p>Practical exercise; elevator pitch</p>	

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### Sistema de qualificació

15% of the final grade: Practical case study 1

30% of the final grade: Partial exam

15% of the final grade: Practical case study 2

30% of the final grade: Final exam

10% of the final grade: Student involvement and attitude (running all course)

This soft skill evaluation will value student's team-work and presentations. The student shall need to create different real-live cases and present them to the rest of the class

### Bibliografia

#### Bàsica:

Tennent, John. Guide to Financial Management . The Economist,

Ross Westerfield Jordan. Fundamentals of Corporate Finance Standard Edition . Mcgraw-Hill/Irwin,

Margaret J. Barr. Budgets and Financial Management in Higher Education.

Pru Edwards, J.R. Marriott, H.J. Mellet. Introduction to Accounting. Sage Publications Ltd,

Espen Andersen and Bill Schiano. Teaching with cases. A practical guide..

Tracy, John A. Tracy, Tage. How to Read a Financial Report.

Jury, Timothy. Cash Flow Analysis and Forecasting.

Rivera Butzbach, Eric. Crowdfunding: La eclosión de la financiación colectiva (un cambiotecnológico, social y económico).

Brad Feld, Brad. Mendelson, Jason. Cómo cerrar rondas de financiación con éxito.

#### Complementària:

Argenti, Paul A.. The Fast Forward MBA: Pocket reference.

#### Altres recursos:

##### Enllaç web

[http://inicia.gencat.cat/inicia/cat/guia/guia\\_financament/index43973.ppt](http://inicia.gencat.cat/inicia/cat/guia/guia_financament/index43973.ppt)

Guia de Finançament de la Generalitat

##### Material audiovisual

<http://www.enisa.es/es/financiacion>

Ministerio de Economía, Industria y Competitividad

<https://www.cdti.es>

CENTRO PARA EL DESARROLLO TECNOLÓGICO INDUSTRIAL