

Angel Investing ENTRE 579

This is a multi-quarter class. Autumn – 4-credit class to be held on Mondays from 6:00-9:30 pm, Winter and Spring – 2-credit class each quarter to be held one night a week (day and time to be determined).

This venture investing course was identified by *Inc Magazine* last year as one of the top 10 entrepreneurship courses in the country, and the instructor, Rob Wiltbank, has been running it for 3 years at Willamette University in Oregon <http://www.inc.com/magazine/20110401/the-10-best-entrepreneurship-courses-of-2011.html>. Through herculean efforts by the Buerk Center for Entrepreneurship, we are now able to launch it here at the University of Washington for the 2012-2013 academic year.

This is fundamentally an entrepreneurship class. The method of learning is unique and very hands on. **You will learn about entrepreneurship and venture investing by participating in angel investor groups and making actual angel investments.** We will attempt to make two or three intelligent \$25K to \$50K investments in very young companies over the course of the school year.

The class will meet once a week, and you will also be responsible (in teams of two) for developing relationships as investing members of angel investor groups throughout Washington. Over the course of the year, you will see many entrepreneurs presenting their companies for investment, and work with active investors to understand their prospects. When you find opportunities that fit our approach, you'll involve the class as a group and we will do extensive diligence to come to an informed investment decision. Class time is largely used to do diligence work, to discuss the nuances of the ventures we're evaluating, to master the mechanics and details of doing venture investments, and to develop our understanding of what is involved in 'entrepreneurial expertise.'

This class is limited to 16 students. Entry into the course is competitive and requires instructor approval and a multi-quarter commitment. The learning curve is steep, and stability with your angel investor group makes the year-long engagement essential. Ideal students:

- Care about learning and productivity more than grades.
- Are highly self-motivated. You will likely 'overwork' on this course.
- Can work effectively off campus with active entrepreneurs and angel investors.
- Perform well under pressure and in ambiguous situations.

APPLICATION:

If you are interested, please send Rob Wiltbank your resume (wiltbank@willamette.edu), 2 contacts for references, and include in the email a description of how the course fits into your career interests. **Deadline to apply is May 11.**

Rob Wiltbank is coming to the Foster School as the Neal Dempsey Visiting Professor of Entrepreneurship, and is an Associate Professor of Strategy and Entrepreneurship at Willamette University. He is also a partner at Montlake Capital (montlakecapital.com) and Co-founder/Partner of Revenue Capital Management (revcapfunds.com). He is co-author of *The Catalyst* and *Effectual Entrepreneurship*, and many academic articles. He is on the board of the Angel Resource Institute (angelresourceinstitute.org), and has been studying angel investing and entrepreneurial strategy for the past 12 years, completing his PhD at the University of Washington in strategy.

Contact Samantha Ogle at samogle@uw.edu or 206-616-8687 for more information.