Entrepreneurial Finance: *Venture Capital, Deal Structure & Valuation, Second Edition*

**Chapter** 9 Assessing Financial Needs

***Learning Objectives***

After reading this chapter you should be able to:

* Explain how the sustainable growth model is derived and apply it to estimate financing requirements
* Determine how the choice of financing facilitates the entrepreneur’s abilities to respond to product-market success or failure and to retain significant ownership
* Understand how to use cash-flow breakeven analysis to assess financial needs
* Apply scenario analysis and simulation to assess financing needs
* Evaluate the impact of staging on financing needs
* Recognize when each type of analysis is appropriate for assessing cash needs