

Venture Capital: Startup Valuation to Deal Execution

Bangkok (Thailand)

17 - 21 November 2025

UK Training

PARTNER



Venture Capital: Startup Valuation to Deal Execution

Code: FA28 From: 17 - 21 November 2025 City: Bangkok (Thailand) Fees: 4700 Pound

Introduction

This training course aims to enhance the fundamental knowledge and skills in the field of venture capital by covering modern and practical concepts in funding startups. The course focuses on the different stages of funding, company evaluation, deal negotiation, and investment monitoring through to the exit stage. It incorporates real-world examples and current market trends to provide a comprehensive learning experience that keeps pace with developments in the venture capital industry.

Course Objectives

By the end of this course, participants will be able to:

- Understand the venture capital lifecycle and its role in fostering innovation and supporting startup growth.
- Analyze and evaluate startups based on objective criteria, including business models, founding teams, and market opportunities.
- Learn the mechanics of structuring investment deals and negotiating the terms using term sheets and investor protection tools.
- Monitor investments effectively and make timely exit decisions, while managing the investment portfolio and analyzing risks.

Course Outlines

Day 1: Basics of Venture Capital

- Definition of venture capital and comparison with other types of funding.
- Key players in the venture capital ecosystem VC funds, investors, startups.
- The venture capital fund lifecycle.
- Types of venture capital funds and their objectives e.g., early-stage vs. late-stage funds.

Day 2: Startup Evaluation

- How to analyze a startup's business model and its viability.
- Evaluating the founding team and operational capabilities.
- Analyzing the market, opportunities, and potential growth.
- Tools and methods for initial financial valuation of startups and determining their worth at early stages.

Day 3: Structuring and Negotiating Deals

- Understanding the Term Sheet and its key components.
- Investor protection mechanisms: liquidation preferences, dilution, and special rights.
- Equity ownership, capitalization tables Cap Table, and fair distribution among parties.
- Negotiation skills and techniques for building successful investment deals.

UK Training
PARTNER



Day 4: Investment Management and Risk

- The investor-company relationship is post-investment and continuous support.
- Monitoring mechanisms and quarterly reports to track progress.
- Operational challenges and the role of strategic intervention when needed.
- Portfolio management and diversification strategies to manage risk.

Day 5: Exit Strategies - Timing and Methods

- Various exit strategies: sale, IPO, and acquisition.
- Exit timing: When and how to make the right decision for an optimal exit.
- Analyzing the pros and cons of different exit strategies.
- Real-world examples of successful and failed exit strategies.

Why Attend this Course: Wins & Losses!

- Gain a deep understanding of venture capital mechanics through both theory and practical application.
- Master the ability to evaluate startups using advanced tools and evaluation methods accurately.
- Learn how to structure investment deals and successfully negotiate terms that benefit all parties.
- Develop essential skills in portfolio management and risk diversification to enhance returns while minimizing risks.

Conclusion

Upon completing this course, participants will have the tools needed to handle venture capital investment professionally, from evaluating startups to making strategic decisions about investment and exit. The course will equip them with the necessary skills to effectively deploy venture capital to drive innovation and achieve success in the modern business environment.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles and the text 'UK Training PARTNER'.

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna



Rome (Italy)



Brussels



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich



Manchester (UK)



Milan (Italy)

UK Training
PARTNER

Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Bangkok
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne
(Indonesia)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



المؤسسة العامة للتأمينات الاجتماعية
General Organization for Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

