

## Venture Capital: Startup Valuation to Deal Execution

*Amman (Jordan)*

*22 - 26 June 2025*

UK Training

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## Venture Capital: Startup Valuation to Deal Execution

Code: FA28 From: 22 - 26 June 2025 City: Amman (Jordan) Fees: 3300 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.

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#### 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'.



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