

Venture Capital: Startup Valuation to Deal Execution

Bordeaux (France)

3 - 7 November 2025

UK Training

PARTNER



Venture Capital: Startup Valuation to Deal Execution

Code: FA28 From: 3 - 7 November 2025 City: Bordeaux (France) Fees: 4400 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)



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)



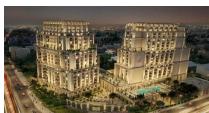
Kuwait City (Kuwait)



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 CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D'EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS 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
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation Oman

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

