Venture Capital: Startup Valuation to Deal Execution

7 – 11 December 2026
Rome (Italy)



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Ref: 3254778_320985 **Date:** 7 – 11 December 2026 **Location:** Rome (Italy) **Fees:** 5200 GBP

Introduction

This Venture Capital Training Course is designed to enhance fundamental knowledge and practical skills in the field of venture capital, covering the entire venture capital lifecycle. Participants will explore modern concepts in funding startups, including venture capital funding, company evaluation, deal negotiation, and investment monitoring through to the exit stage. Real-world examples and current market trends are incorporated to provide a comprehensive learning experience that reflects the latest developments in venture capitalism. This course is ideal for those who wish to understand what venture capital is, its role in fostering innovation, and how to strategically invest in startups.

Course Objectives

By the end of this venture capital training, participants will be able to:

- Understand the venture capital lifecycle and its role in business innovation and 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 terms using term sheets and investor protection mechanisms.
- Monitor investments effectively and make strategic exit decisions, while managing an investment portfolio and analyzing risks.
- Master venture capital definitions and comprehend the different types of venture capital funds e.g., early-stage vs. late-stage.
- Explore corporate venture capital and its impact on business growth and innovation.

Course Outlines

Day 1: Basics of Venture Capital

- What is venture capital? Understanding the core concepts and differences from other types of funding.
- Definition of venture capital and its importance in the business world.
- Key players in the venture capital ecosystem VC funds, investors, startups.
- Venture capital fund lifecycle and the stages of startup investment.
- Types of venture capital funds and their specific objectives e.g., corporate venture capital, early-stage, late-stage.
- Benefits of venture capital funding and its role in scaling businesses.



Day 2: Startup Evaluation

- How to evaluate startups effectively, focusing on their business model and market viability.
- Assessing the founding team and their capabilities.
- Analyzing the market, opportunities, and potential growth areas.
- Tools and methods for initial financial valuation of startups, determining their worth at early stages.
- Understanding venture capital analyst roles in evaluating investment opportunities.

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 venture capital deals.
- Exploring the benefits of capital one venture and strategic investment decisions.

Day 4: Investment Management and Risk

- The investor-company relationship 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.
- Best practices for boosting venture capital returns while minimizing risks.

Day 5: Exit Strategies - Timing and Methods

- Understanding 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.
- The role of venture capital courses in mastering exit planning and execution.



Why Attend This Course: Wins & Losses!

- Gain a Deep Understanding of Venture Capital: Learn the complete venture capital definition and its real-world applications in modern business.
- Master Startup Evaluation: Use advanced tools and evaluation methods to analyze startups and determine their viability.
- Learn How to Structure and Negotiate Investment Deals: Develop the skills to structure investment deals that are both profitable and secure.
- Develop Essential Portfolio Management Skills: Discover how to diversify investment portfolios and manage venture capital risk effectively.
- Learn Strategic Exit Planning: Understand what is venture capital in business and how to optimize exit strategies for maximum profitability.
- Corporate Venture Capital Insights: Explore the growing field of corporate venture capital and its benefits to large organizations.

Conclusion

Upon completing this venture capital training, participants will have the tools and skills needed to handle venture capital investments professionally. They will learn how to evaluate startups, structure deals, and manage investments strategically. With a clear understanding of what venture capital means, participants will be equipped to drive innovation, support startup growth, and achieve success in the modern business landscape.

The course will also prepare participants for roles such as venture capital analyst and venture capital internship opportunities, paving the way for advanced career growth in this dynamic industry.

