



Intensive Venture Capital Analyst Program

Total Duration: 7 Weeks

4-6 hrs per week (1-2 hrs practical per week, 2-3 hrs theory per week)

Course Outline

Module 1: The Venture Capital Landscape

In Module 1, we will delve into the intricacies of the venture capital landscape, providing you with a comprehensive understanding of this dynamic field. We will begin by exploring the historical evolution of venture capital, shedding light on its origins and how it has evolved over time. This historical context will serve as the foundation for your grasp of the contemporary venture capital market.

Furthermore, this module will guide you through the various stages of financing within the startup life cycle. We will outline the distinct phases that startups typically go through, from inception to growth, and explain how venture capital plays a pivotal role in each stage. By the end of this module, you will have a solid understanding of the historical roots of venture capital and a clear picture of how it functions throughout the lifecycle of a startup.

Practical: In-depth introduction to the role of a Venture Capital analyst, encompassing an exploration of the team dynamics, responsibilities, and the fundamental workings involved in the world of Venture Capital by providing an introduction to our team at Angels Den.

Key Learnings/ Highlights:

- Historical perspective on the venture capital market.
- Evolution of venture capital from its origins to the present.
- Understanding the contemporary venture capital market.
- Various stages of financing in the startup life cycle



Module 2: Identifying Investment Opportunities

In Module 2, we will focus on honing your skills in recognizing promising investment opportunities in the ever-evolving startup landscape. This module will equip you with the tools and knowledge needed to source and identify high-potential startups for potential investment.

We will delve into the art of deal sourcing, exploring effective strategies for discovering startups that align with your investment goals. Additionally, we will guide you through the process of sector identification, helping you understand how to pinpoint industries and niches with growth potential.

Moreover, this module will provide insights into the critical analysis of pitch decks, enabling you to evaluate startup presentations effectively. You will also learn how to craft an Investment Memorandum (IM) to facilitate thorough due diligence and decision-making processes.

Practical: Review a pitch deck, create an investment memorandum (IM), actively participate in equity calls, and engage in meaningful discussions with potential investors, providing a hands-on understanding of key aspects in the field of venture capital.

Key Learnings/ Highlights:

- Deal sourcing strategies for finding promising startups.
- Sector identification to pinpoint growth opportunities.
- Effective analysis of pitch decks for startup evaluation.
- Crafting an Investment Memorandum (IM) for due diligence.



Module 3: Startup Valuation & Financial Analysis

Module 3 will focus on the distinctive aspects of startup valuation within the venture capital (VC) context. Unlike traditional valuation methods that rely on historical data, VC-stage valuation is forward-looking and inherently riskier. This module will cover the forward-looking nature of VC-stage valuation, unconventional metrics and factors used in startup valuation and techniques for assessing and quantifying risks. It will also cover comprehensive financial analysis tailored to startups. Upon completing this module, you'll be well-prepared to navigate the complexities of valuing startups in the VC landscape, where future potential takes precedence over historical performance.

Practical: Analyse the financial statements and performance metrics of potential startup companies, in order to make informed investment decisions and assess the fiscal viability of ventures.

Key Learnings/ Highlights:

- Focus on distinctive aspects of startup valuation in the VC context.
- Emphasis on forward-looking VC-stage valuation compared to traditional methods.
- Coverage of unconventional metrics and factors in startup valuation.
- Techniques for assessing and quantifying risks.
- In-depth exploration of comprehensive financial analysis tailored to startups.
- Equipping you to navigate the complexities of valuing startups in the VC landscape, prioritizing future potential over historical performance.



Module 4: Deal Structure, Terms, and Negotiation

In this module, we'll focus on deal structures, terms, and negotiation in venture capital. You'll learn to navigate the crucial elements of a venture term sheet, including valuation, liquidation preference, and capital raised. We'll also cover negotiation strategies and common challenges. By the end, you'll be well-prepared to engage in successful investment negotiations and create agreements that align with your goals in the venture capital arena.

Practical: Analyse real-world case studies of recent and current startups and participate in mock negotiations mirroring the Investment Committee process at Angels Den, which will offer practical experience and skills in selecting and onboarding promising companies to the platform.

Key Learnings/ Highlights:

- Explore venture term sheets as essential tools in VC investments.
- Understand the critical elements: valuation, liquidation preference, and capital raised.
- Learn negotiation strategies and effective tactics.
- Address common negotiation challenges.
- Gain confidence in creating agreements that align with your VC investment objectives.



Module 5: Fund Structure and Workings

Module 5 delves into the fundamental aspects of venture capital fund structures and operations, providing you with a comprehensive grasp of the intricacies involved. You will gain insights into the composition of venture capital funds, understanding not only their structural components but also the key players who drive the investment decisions. We will explore various exit strategies and fund set-up options, equipping you with the knowledge needed to assess and select the most appropriate strategies for different investment scenarios.

Furthermore, this module offers an in-depth understanding of how venture capital funds operate. You will gain insights into the role of a VC analyst, learning about their responsibilities in the investment process, due diligence, and deal sourcing. By the end of this module, you will have a well-rounded understanding of both the structural and operational aspects of venture capital funds, enabling you to navigate this dynamic landscape with confidence and make informed investment decisions.

Practical: Learn from a guest speaker from a prominent venture capital fund who will provide valuable insights and first-hand experiences, enhancing your understanding of the industry.

Key Learnings/ Highlights:

- Understand venture capital fund structures and key players.
- Explore exit strategies and fund set-up options.
- Gain insights into the operational aspects of venture capital funds.
- Learn about the role of a VC analyst in the investment process.
- Develop a comprehensive understanding of both structural and operational aspects of venture capital funds to make informed investment decisions.



Module 6: Future of Venture Capital in Developed and Developing Markets

In Module 6, we'll embark on a forward-looking exploration of the future of venture capital in both developed and developing markets. This module will provide you with valuable insights into the evolving landscape of venture capital, where record-setting investments are driving increased competition among investors and startups alike. Through an insider's perspective, you'll gain a deeper understanding of the trends and dynamics shaping this fast-growing market. We'll examine how technological advancements, changing investor preferences, and global economic shifts are influencing the venture capital ecosystem.

Furthermore, you'll delve into the unique challenges and opportunities presented by both developed and developing markets, gaining a holistic view of the global venture capital landscape. Whether you're an investor seeking to stay ahead of the curve or an entrepreneur looking to navigate this dynamic environment, this module will equip you with the knowledge and foresight to thrive in the future of venture capital.

Practical: Engage in an enriching panel discussion with seasoned speakers representing venture capital funds from across the world, fostering a global perspective on venture capital practices and trends.

Key Learnings/ Highlights:

- Explore the future of venture capital in developed and developing markets.
- Gain insights into the impact of record-setting investments and increased competition.
- Examine the influence of technological advancements, changing investor preferences, and global economic shifts.
- Understand the unique challenges and opportunities in both developed and developing markets.
- Equip yourself with the knowledge and foresight to thrive in the evolving world of venture capital.

Module 7: Practical

You will start by identifying a promising startup that aligns with your interests. You will then sign them up on our Angels Den Platform and get on an equity call with the Founder to understand the company's vision and investment opportunity. Finally, you will showcase your selected startup to our Investment Committee and make a compelling case for your selected startup.