

Private Equity Seminars

COURSE CONTENT (*Programma definitivo del corso*)

1. SEMINAR 1 - Understanding Private Equity investors:-

- The different types of Private Equity investors, particularly Business Angels and Venture Capitalists
- The different stages and types of financing
- The assessment processes and principles of Private Equity investors use when considering investment proposals
- The non-financial benefits Private Equity providers can bring

2. SEMINAR 2 - Expanding delegates' vocabulary and lexical usage when dealing with Private Equity investors:-

- Financial and Contractual Structures
- Management & Strategy
- Defensible Intellectual Property
- Route to Market
- Global Scalability
- Exit Strategy

3. SEMINAR 3 - Improving the skills needed to successfully attain Private Equity funding:-

- Applying analysis to reach succinct written or spoken conclusions
- Practising role plays of encounters with Private Equity investors
- Acquiring and applying the principles of business plan preparation & presentation