

Venture Capital Executive Program

May 18-22, 2009

Time	Monday 5/18	Tuesday 5/19	Wednesday 5/20	Thursday 5/21	Friday 5/22
	The Setting	The Tools	The Strategies	Making it Happen	In-Depth Investment
8:00am	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast
8:30am	Program Overview Jerry Engel	Opportunity Recognition David Charron	Venture Investing in Start-Ups Jim Hornthal (Jerry Engel)	Corporate Strategies Panel Sean Doyle, Phil Giesler Stefan Heuser (David Charron)	Deal Selection, Valuation and Deal Structuring Proposing & Investment Jerry Engel
10:00am	Break	Break	Break	Break	Break
10:30am	Intro to the High-Tech Model Jerry Engel	Valuation and Financial Modeling Jerry Engel	The Entrepreneur's Perspective Panel Matt Caspari, Andy Laszlo Jim Hornthal Mat Fogarty (Jerry Engel)	Managing the VC Firm Beyond Investing Panel Chip Lion Paula Brotherson Dominic Maldonado (Jerry Engel)	Limited Partner Perspective Tim Recker (Jerry Engel)
12:00pm	Lunch Accessing Venture Source Robert Hughes Tim Diffenderfer	Lunch Case Preparation	Lunch Extracting Enterprise Value of Under-Performing Investments Steve Gerbsman	Lunch Benchmarking the Global VC Industry Martin Haemmig	Lunch
1:30pm	IT Telecom & Wireless Investing Panel Tim Wilson Gilman Louie Chris Albinson (David Charron)	Life Sciences Investing Panel Amy Belt Larry Lasky Andrew Farquharson (David Charron)	Clean Tech Investing Panel Abe Yokell Will Coleman Rodrigo Prudencio (David Charron)	Media, Content and Community - Panel David Hornik Larry Marcus (Jerry Engel)	Achieving Liquidity Realizing and Accelerating Returns Panel Ken Wallace Leo de Luna (Jerry Engel)
3:00pm	Break	Break	Break	Break	Break
3:30pm	The VC Model The Professional Entrepreneur Jerry Engel	Deal Structure, Terms Due Diligence Brian Patterson (David Charron)	Investment Decision Making Positioning the New Fund Jerry Engel	VC Economics and Incentives Jerry Engel	Managing for the Long Term Jerry Engel
5:00pm	Adjourn	Adjourn	Adjourn	Adjourn	Adjourn
Case Prep	Bodacious Deal Selection Assignment	Preview Travel ONSET Ventures Aurora Biofuels	Intel 64 Yardbarker Acme Investment Fund	Deal Structuring Investment Proposal Assignment	