<table>
<thead>
<tr>
<th>Time</th>
<th>Monday Day 1</th>
<th>Tuesday Day 2</th>
<th>Wednesday Day 3</th>
<th>Thursday Day 4</th>
<th>Friday Day 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00am</td>
<td>Breakfast</td>
<td>Breakfast</td>
<td>Breakfast</td>
<td>Breakfast</td>
<td>Breakfast</td>
</tr>
</tbody>
</table>
| 8:30am| Program Overview  
The Silicon Valley Venture Capital Economy  
Jerry Engel  
David Charron | Opportunity Recognition (1)  
Jerry Engel  
David Charron | Financing the Startup  
Jerry Engel  
**Guest Speaker:** Chris Groves | Corporate Strategies  
Jerry Engel  
**Guest Speakers:**  
Sam Brasch  
Sarah Peach  
Sean Doyle | Deal Selection,  
Valuation and Structuring Your Turn  
Jerry Engel  
David Charron |
| 10:00am| Break | Break – Class Photo | Break | Break | Break |
| 10:30am| Innovation through New Venture Creation  
Jerry Engel | Opportunity Recognition (2)  
and The Business Model  
Jerry Engel  
David Charron | The Entrepreneur’s Perspective  
Jerry Engel  
**Guest Speakers:**  
Brett Wilson  
Ken Ross  
Chris Groves  
Matt Caspari | Managing the VC Firm Beyond Investing  
Jerry Engel  
**Guest Speaker:** Chip Lion | Limited Partner Perspective  
Jerry Engel  
**Guest Speaker:** Tim Recker |
| 12:00pm| Lunch  
Wells Fargo Room  
Venture Source | Lunch  
Optional: Campus Tour/Cal Student Store | Lunch  
The Faculty Club | Lunch  
Steven Gerbsman  
S480 Classroom | Lunch  
Martin Haemmig  
S480 Classroom |
| 1:30pm| VC Panel:  
Seed Financing, Angels and Accelerators  
David Charron  
**Guest Speakers:**  
David Hehman  
Mitch Kapor  
Dave Whorton  
**Danae Ringelmann** | VC Panel:  
Infrastructure ICT  
Internet and the Cloud  
David Charron  
**Guest Speakers:**  
Chris Albinson  
Lars Leckie  
Stewart Alsop | VC Panel:  
Life Sciences and Cleantech  
David Charron  
**Guest Speakers:**  
Andrew Farquharson  
Leslie Bottoff  
Nancy Kamei | VC Panel:  
Media Community and Internet  
David Charron  
**Guest Speakers:**  
Keval Desai  
Noah Doyle  
Derek Wong | Achieving Liquidity Realizing and Accelerating Returns  
Jerry Engel  
**Guest Speakers:**  
Ken Wallace  
Ted Tobaison |
| 3:00pm| Break | Break | Break | Break | Break |
| 3:30pm| The VC Model: The Professional Entrepreneur  
Jerry Engel | Valuation  
Jerry Engel | Deal Structure, Terms and Due Diligence  
Jerry Engel  
**Guest Speakers:** Tim Harris | VC Economics and Career Decisions  
Jerry Engel  
**Guest Speaker:** Nick Sturiale | Managing for the Long Term  
Jerry Engel  
David Charron |
| 5:00pm| Opening Reception  
Women’s Faculty Club  
5:00 - 6:30pm | Adjourn | Adjourn | Adjourn | Adjourn |
| Case Prep| 1. Deal Selection | 1. JH New Venture  
2. Bodacious Studios | 1.Intel 64  
2. Acme Investment Fund  
2. Yale University 2011 | |