

Venture Capital Executive Sample Program Schedule

	Day 1	Day 2	Day 3	Day 4	Day 5
	The Setting	The Tools	The Strategies	Making it Happen	In-Depth Investment
8:00-8:30	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast
8:30-10:00	Program Overview – Innovation Through New Venture Creation	Opportunity Recognition	Financing the Startup	Corporate Strategies <i>Guest Speakers</i>	Deal Selection, Valuation, and Structuring: Your Turn
10:00-10:30	Break	Break	Break	Break	Break
10:30 - 12:00	The Venture Capital Economy	Opportunity Capture	The Entrepreneur's Perspective <i>Guest Speakers</i>	Managing the VC Firm: Beyond Investing <i>Guest Speakers</i>	Limited Partner Perspective <i>Guest Speakers</i>
12:00 - 1:30	Lunch	Lunch	Lunch & Campus Tour	Lunch & Valuation and Deal Structure Clinic	Lunch
1:30 - 3:00	VC Panel: Seed, Angel, and Crowd Funding <i>Guest Speakers</i>	VC Panel: Infrastructure, ICT Internet, and the Cloud <i>Guest Speakers</i>	VC Panel: Media, Community, and Internet <i>Guest Speakers</i>	VC Panel: New Fund Formation <i>Guest Speakers</i>	Achieving Liquidity Realizing and Accelerating Returns <i>Guest Speakers</i>
3:00 - 3:30	Break	Break	Break	Break	Break
3:30-5:00	Navigating the Innovation Landscape	Valuation	VC Economics and Career Decisions	Deal Structure, Terms, and Due Diligence	Managing the Long Term
5:00-6:30	Reception	Adjourn	Adjourn	Adjourn	Adjourn
Evening Case Prep	1. Deal Selection 2. Mekasutra Games	1. JH New Venture 2. . Bodacious Studios	1. Acme Investment	1. Deal Investment Memo 2. Yale University 2011	

*Please note that the sample schedule is subject to change

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Venture Capital Executive Program – Program Topics

The Venture Capital Executive program curriculum covers the following topics:

Topic 1 | The Silicon Valley Venture Capital Economy

- Creating a vibrant innovation ecosystem
- The dynamics of innovation clusters and what makes them work
- Key aspects of the Silicon Valley innovation cluster

Topic 2 | Innovation Through New Venture Creation

- Bridging the gap between technology/opportunity and value
- The entrepreneurial process; major trends and the entrepreneur's role in driving the process
- The key skills of the successful entrepreneur and venture capital collaborator
- Productive entrepreneurship strategies

Topic 3 | The VC Model: The Professional Entrepreneur

- Key attributes of “true” “professional” entrepreneurs
- World views of innovation in large corporations and startups
- The stages of an entrepreneurial venture through technology/product, marketing and management
- The importance of mentorship, governance and teamwork to an entrepreneur
- The key mechanisms that make Venture Capital + Entrepreneurship work
- Exploring your own criteria for opportunity preference and ability to influence others

Topic 4 | Opportunity Recognition, Capture, and the Business Model

- Frameworks and investment/risk criteria for identifying strong opportunities
- The key elements of the ideal startup
- Methods to quickly search for new ideas, test hypotheses and reframe opportunities to establish a minimum viable product
- Capturing value from your deal flow
- Strategies and tactics for creating proprietary optionality, creating space and time for preliminary due diligence before substantial and irrevocable financial commitments are required
- Making quick decisions on imperfect information

Topic 5 | Deal Structure, Terms, and Due Diligence

- Basic elements of valuing and structuring VC financing
- Evaluating a deal from the perspective of the company and the investors

Topic 6 | Corporate Strategy and Financing

- Participating in venture capital financing
- The challenges and opportunities of corporate venture investors
- How closed and open innovation paradigms work
- Using the Open Innovation Toolkit to analyze opportunities in the context of a corporation