<table>
<thead>
<tr>
<th>Time</th>
<th>Day 1</th>
<th>Day 2</th>
<th>Day 3</th>
<th>Day 4</th>
<th>Day 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00-8:30</td>
<td>Breakfast</td>
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<tr>
<td>8:30-10:00</td>
<td>Program Overview - Innovation Through New Venture Creation</td>
<td>Opportunity Recognition</td>
<td>Financing the Startup</td>
<td>Corporate Strategies Guest Speakers</td>
<td>Deal Selection, Valuation, and Structuring: Your Turn</td>
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<tr>
<td>10:00-10:30</td>
<td>Break</td>
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<td>Break</td>
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<tr>
<td>10:30-12:00</td>
<td>The Venture Capital Economy</td>
<td>Opportunity Capture</td>
<td>The Entrepreneur's Perspective Guest Speakers</td>
<td>Managing the VC Firm: Beyond Investing Guest Speakers</td>
<td>Limited Partner Perspective Guest Speakers</td>
</tr>
<tr>
<td>12:00-1:30</td>
<td>Lunch</td>
<td>Lunch</td>
<td>Lunch &amp; Campus Tour</td>
<td>Lunch &amp; Valuation and Deal Structure Clinic</td>
<td>Lunch</td>
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<tr>
<td>1:30-3:00</td>
<td>VC Panel: Seed, Angel, and Crowd Funding Guest Speakers</td>
<td>VC Panel: Infrastructure, ICT Internet, and the Cloud Guest Speakers</td>
<td>VC Panel: Media, Community, and Internet Guest Speakers</td>
<td>VC Panel: New Fund Formation Guest Speakers</td>
<td>Achieving Liquidity Realizing and Accelerating Returns Guest Speakers</td>
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<tr>
<td>3:00-3:30</td>
<td>Break</td>
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<tr>
<td>3:30-5:00</td>
<td>Navigating the Innovation Landscape</td>
<td>Valuation</td>
<td>VC Economics and Career Decisions</td>
<td>Deal Structure, Terms, and Due Diligence</td>
<td>Managing the Long Term</td>
</tr>
<tr>
<td>5:00-6:30</td>
<td>Reception</td>
<td>Adjourn</td>
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*Please note that the sample schedule is subject to change*
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

*Please note that the sample schedule is subject to change*