# Private Equity and Venture Capital: Mastering Investments

12 – 16 April 2027
Rome (Italy)



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## Why This Course

In today's competitive investment environment, private equity and venture capital have become powerful drivers of business growth, innovation, and long-term value creation. Success in this field requires more than capital allocation. It demands strong analytical skills, disciplined investment judgment, effective deal execution, and the ability to create value across the full investment lifecycle.

This intensive 1-week course provides a comprehensive overview of private equity and venture capital investments. Participants will gain in-depth knowledge of the entire investment lifecycle, from deal sourcing to exit strategies. The course covers key concepts, valuation techniques, due diligence processes, and portfolio management strategies essential for success in the PE/VC industry.

## What You'll Learn and Practice

By joining this program, you will:

- Understand the structure and dynamics of PE/VC funds and investments.
- Master valuation techniques and financial modeling for PE/VC deals.
- Develop skills in deal sourcing, due diligence, and investment decision-making.
- Learn effective strategies for value creation and portfolio management.
- Gain insights into exit strategies and performance measurement.

## The Program Flow

### Day 1: Introduction to Private Equity and Venture Capital

- Overview of PE/VC industry and market trends.
- Fund structures and economics.
- Investment strategies and stages.
- LP-GP relationships and fundraising.

### Day 2: Deal Sourcing and Evaluation

- Deal origination and screening techniques.
- Industry and market analysis.
- Financial statement analysis for PE/VC.
- Valuation methodologies DCF, Comparables, LBO.



### Day 3: Due Diligence and Deal Structuring

- Comprehensive due diligence process.
- Financial modeling for PE/VC investments.
- Term sheets and deal negotiations.
- Capital structure and financing options.

### Day 4: Value Creation and Portfolio Management

- Post-investment value creation strategies.
- Operational improvements and growth initiatives.
- Monitoring and managing portfolio companies.
- Follow-on investments and recapitalizations.

### Day 5: Exit Strategies and Performance Measurement

- Exit options IPO, M&A, Secondary sales.
- Preparing companies for exit.
- Valuation at exit and return analysis.
- Fund performance metrics and benchmarking.

## Individual Impact

- Strengthen your ability to evaluate PE/VC investment opportunities using industry-standard techniques.
- Enhance your skills in structuring and negotiating PE/VC deals effectively.
- Build practical capability in managing portfolio companies and supporting post-investment value creation.
- Develop stronger confidence in planning exit strategies and measuring investment performance.

## Work Impact

- Improve the quality of investment evaluation and decision-making across PE/VC activities.
- Strengthen deal execution through better structuring, negotiation, and due diligence practices.
- Enhance post-investment performance through focused value creation and portfolio management.
- Support stronger investment outcomes through disciplined exit planning and performance measurement.

## Training Methodology

This program integrates investment knowledge, financial analysis, and practical application to ensure real-world relevance and professional impact. Learning methods include:



- Real-world PE/VC case studies and transaction discussions.
- Practical exercises in valuation and financial modeling.
- Interactive workshops on due diligence, structuring, and negotiations.
- Group discussions on portfolio management and value creation strategies.
- Frameworks and tools for evaluating investments and measuring performance.

## Beyond the Course

Upon completion, participants will be better equipped to contribute effectively across the private equity and venture capital investment lifecycle. They will return ready to:

- Evaluate PE/VC investment opportunities with greater confidence and discipline.
- Structure and negotiate transactions more effectively.
- Support value creation and portfolio management after investment.
- Develop exit strategies and assess fund performance more strategically.

