

# Training Course on Private Equity and Venture Capital for CEOs

Professional Development Training Course Outline

|          |                    |               |                         |
|----------|--------------------|---------------|-------------------------|
| Category | CEOs and Directors | Duration      | 5 Days                  |
| Base Fee | \$1,500 USD        | Delivery Mode | Online / On-site Hybrid |

## Course Introduction

Training Course on Private Equity and Venture Capital for CEOs is meticulously designed for visionary CEOs and senior leaders seeking to unlock **unprecedented growth** and **strategic advantage** through the dynamic worlds of Private Equity (PE) and Venture Capital (VC). In today's rapidly evolving global economy, understanding the intricacies of **alternative investments**, **deal structuring**, and **value creation** is no longer optional but a critical imperative. This course provides a comprehensive deep dive into the **private capital landscape**, empowering participants to leverage these powerful financial instruments for **business scaling**, **innovation funding**, and **sustainable enterprise development**.

The program goes beyond theoretical knowledge, emphasizing **practical application** and **actionable strategies**. Participants will gain an unparalleled understanding of how **private equity firms** and **venture capital funds** operate, from **deal sourcing** and **due diligence** to **portfolio management** and **successful exits**. We will explore **trending investment themes** like **AI integration**, **sustainable investing (ESG)**, and **digital transformation**, equipping CEOs with the foresight to identify and capitalize on **high-growth opportunities**. Through a blend of expert-led sessions, real-world **case studies**, and interactive discussions, this course will transform your understanding of private capital, enabling you to strategically navigate complex financial ecosystems and drive **superior returns** for your organization.

## Programme Curriculum

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#### Introduction

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### Course Duration

5 days

### Course Objectives

1. Develop advanced strategies for optimizing **capital deployment** across diverse investment opportunities.
2. Master techniques for identifying and rigorously evaluating **high-potential private investment opportunities** in a competitive landscape.
3. Apply sophisticated **valuation methodologies** and build robust **financial models** for private equity and venture capital deals.
4. Conduct comprehensive **financial, legal, and commercial due diligence** to mitigate risks and unlock value.
5. Negotiate and structure complex **private equity and venture capital transactions** with favorable terms.
6. Implement **post-investment value creation strategies** to drive operational improvements and enhance enterprise value.
7. Design and execute successful **exit strategies** including IPOs, M&A, and secondary buyouts.
8. Gain deep insights into the **private equity fund lifecycle**, including fundraising, investor relations, and governance.
9. Comprehend the **legal and regulatory frameworks** governing private equity and venture capital investments globally.
10. Integrate **Environmental, Social, and Governance (ESG) factors** into investment decisions and value creation.
11. Identify and assess **investment opportunities in Artificial Intelligence (AI), blockchain, and other emerging technologies**.
12. Differentiate and apply **growth equity** and **leveraged buyout (LBO)** strategies for mature and scaling businesses.
13. Cultivate strong relationships with **Limited Partners (LPs), General Partners (GPs)**, and other key **private market stakeholders**.

### Organizational Benefits

- Gain the expertise to strategically acquire, invest in, and nurture high-growth companies, fueling organizational expansion and market leadership.
- Optimize capital allocation decisions, leading to more efficient use of resources and improved return on investment.
- Develop the skills to identify, evaluate, structure, and negotiate advantageous private equity and venture capital deals.
- Improve the ability to conduct thorough due diligence, identify potential risks, and implement effective mitigation strategies.
- Understand how to attract and collaborate with private capital partners for significant growth initiatives.
- Learn to leverage alternative assets for a more resilient and high-performing investment portfolio.
- Position the organization at the forefront of private market trends, enabling proactive adaptation and strategic advantage.
- Equip senior leadership with critical financial acumen and strategic foresight, fostering a more skilled and adaptive executive team.

## Target Audience

1. Chief Executive Officers (CEOs)
2. Presidents & Managing Directors
3. Chief Financial Officers (CFOs)
4. Chief Investment Officers (CIOs)
5. Heads of Corporate Development
6. Family Office Principals
7. Board Members & Senior Advisors
8. Entrepreneurs seeking Growth Capital

## Course Outline

### Module 1: Foundations of Private Equity & Venture Capital

- Defining Private Equity vs. Venture Capital: Investment stages, risk-return profiles, and typical structures.
- The Private Capital Ecosystem: Key players, fund structures (LPs, GPs, advisors), and their roles.
- Understanding the Fund Lifecycle: Fundraising, investment, value creation, and exit.
- Global Private Markets Overview: Current trends, market size, and regional variations in PE/VC activity.
- Regulatory Landscape: Overview of key regulations and compliance considerations in private markets.
- **Case Study:** *The Evolution of Blackstone: From a boutique M&A firm to a global alternative asset giant.*

### Module 2: Deal Sourcing, Screening & Opportunity Assessment

- Proprietary Deal Sourcing: Building networks, leveraging intermediaries, and developing an effective deal funnel.
- Investment Thesis Development: Crafting a clear and compelling rationale for potential investments.
- Initial Screening & Qualification

- **Competitive Landscape Analysis:** Assessing market dynamics, competitive advantages, and potential disruption.
- **Early-Stage Valuation Concepts:** Understanding venture capital methods like the Berkus Method and Scorecard Method.
- **Case Study:** *How Sequoia Capital identifies and invests in disruptive early-stage technology companies.*

### **Module 3: Advanced Valuation & Financial Modeling for Private Deals**

- **Discounted Cash Flow (DCF) for Private Companies:** Adjusting for illiquidity and growth uncertainties.
- **Comparable Company Analysis (CCA) & Precedent Transactions (PTA):** Adapting public market methodologies to private settings.
- **Leveraged Buyout (LBO) Modeling:** Building comprehensive models to assess debt capacity and equity returns.
- **Venture Capital Method & Option Pricing Models:** Specialized valuation techniques for early-stage and high-growth ventures.
- **Sensitivity Analysis & Scenario Planning:** Stress-testing valuations under various market conditions.
- **Case Study:** *Modeling a fictional middle-market buyout, analyzing debt tranches and equity returns.*

### **Module 4: Due Diligence – The Deep Dive**

- **Financial Due Diligence:** Analyzing historical performance, projections, working capital, and quality of earnings.
- **Commercial Due Diligence:** Market analysis, customer validation, competitive positioning, and growth drivers.
- **Legal & Regulatory Due Diligence**
- **Operational Due Diligence:** Assessing management teams, processes, systems, and potential synergies.
- **ESG Due Diligence:** Evaluating environmental, social, and governance risks and opportunities.
- **Case Study:** *Analyzing the due diligence process for a private equity acquisition of a manufacturing company, highlighting key red flags and mitigating factors.*

### **Module 5: Deal Structuring & Negotiation Strategies**

- **Term Sheet Components:** Key economic and control provisions
- **Equity & Debt Financing Structures:** Understanding preferred equity, convertible notes, venture debt, and mezzanine financing.
- **Warranties, Representations & Indemnities**
- **Negotiation Tactics & Psychology:** Strategies for achieving favorable outcomes in complex private transactions.
- **Post-Closing Integration Planning:** Laying the groundwork for successful value creation immediately after the deal.
- **Case Study:** *Negotiating a Series B funding round for a high-growth tech startup, focusing on key term sheet provisions.*

### **Module 6: Portfolio Management & Value Creation**

- **Active Portfolio Management:** Monitoring performance, strategic guidance, and operational improvements.
- **Leveraging Operating Partners:** Utilizing expertise to drive operational efficiencies and revenue growth.
- **Talent Management & Incentivization:** Aligning management incentives with investor goals.
- **Add-on Acquisitions & Roll-ups:** Strategies for inorganic growth within portfolio companies.
- **Financial & Operational Reporting:** Implementing robust metrics and reporting frameworks for portfolio performance.
- **Case Study:** *A private equity firm's strategy for turning around a struggling retail chain through operational improvements and strategic expansion.*

## **Module 7: Exit Strategies & Liquidity Events**

- **The Exit Imperative:** Understanding exit drivers, timing, and market conditions.
- **Initial Public Offerings (IPOs):** Navigating the public market listing process and considerations.
- **Strategic Sales (M&A):** Identifying potential buyers and managing the sale process.
- **Secondary Buyouts:** Selling to another private equity firm.
- **Dividend Recaps & Refinancings:** Alternative liquidity pathways.
- **Case Study:** *Analyzing the successful IPO of a venture-backed SaaS company, including pre-IPO preparations and post-IPO performance.*

## **Module 8: Emerging Trends & Future of Private Capital**

- **The Rise of AI in PE/VC:** Leveraging AI for deal sourcing, due diligence, and portfolio management.
- **Sustainable & Impact Investing (ESG):** Deep dive into responsible investment practices and impact measurement.
- **Fintech and Blockchain's Influence:** How new technologies are reshaping private markets.
- **Emerging Market Opportunities:** Investing in high-growth regions and understanding associated risks.
- **The Future of Private Capital:** Predictions for dry powder deployment, institutional investor trends, and regulatory shifts.
- **Case Study:** *Evaluating an impact investment fund's portfolio and its adherence to specific ESG metrics, demonstrating both financial and social returns.*

## **Training Methodology**

This Executive Leadership Program employs a highly **interactive, immersive, and practical methodology** designed for senior leaders. The approach combines:

- **Expert-Led Interactive Lectures:** Engaging sessions led by seasoned private equity and venture capital professionals.
- **Real-World Case Studies & Simulations:** In-depth analysis of actual deals and market scenarios to apply theoretical concepts.
- **Hands-on Financial Modeling Workshops:** Practical exercises to build and analyze PE/VC financial models.
- **Group Discussions & Peer Learning:** Facilitated discussions fostering knowledge sharing and diverse perspectives among participants.
- **Guest Speakers:** Insights from leading industry practitioners, fund managers, and successful entrepreneurs.

- **Role-Playing Exercises:** Simulating deal negotiations and investor pitches to hone practical skills.
- **Q&A Sessions & Personalized Feedback:** Opportunities for direct engagement with instructors and tailored guidance.
- **Pre-Course Readings & Post-Course Resources:** Curated materials for enhanced learning and continued development.

**Register as a group from 3 participants for a Discount**

Send us an email: [info@fineskilltrainingcenter.org](mailto:info@fineskilltrainingcenter.org) or call +254769199797

### ***Certification***

*Upon successful completion of this training, participants will be issued with a globally- recognized certificate.*

### ***Tailor-Made Course***

*We also offer tailor-made courses based on your needs.*

### **Key Notes**

- The participant must be conversant with English.
- Upon completion of training the participant will be issued with an Authorized Training Certificate
- Course duration is flexible and the contents can be modified to fit any number of days.
- The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.
- One-year post-training support Consultation and Coaching provided after the course.
- Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

## **Upcoming Scheduled Sessions**

| Start Date  | End Date    | Location | Price   |
|-------------|-------------|----------|---------|
| 21 Sep 2026 | 25 Sep 2026 | Online   | \$1,000 |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$1,500 |

| Start Date  | End Date    | Location | Price |
|-------------|-------------|----------|-------|
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |
| 21 Sep 2026 | 25 Sep 2026 | Physical | \$0   |

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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