VENTURE CAPITAL: STARTUP VALUATION TO DEAL EXECUTION



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Venture Capital: Startup Valuation to Deal Execution Training Course follows a venture deal from the first valuation question to the signed agreement and the money in the bank. Early-stage companies rarely have stable earnings, so participants learn the methods investors actually use: the venture capital method, milestone-based scenarios, discounted cash flow with wide ranges, and market comparables for private companies. The programme then moves into structuring, where term sheets, caps, preferences, and dilution decide who earns what. Furthermore, it covers full deal execution: due diligence, investment committee approval, documentation, and closing mechanics. In addition, it addresses post-investment monitoring and exit planning. As a result, attendees can run a venture transaction end to end.

Venture Capital: Startup Valuation to Deal Execution Course Objectives

- Apply the venture capital method to early-stage companies using target return multiples.
- Build milestone-based valuation scenarios that reflect execution risk.
- Use discounted cash flow, market multiples, and comparable transactions for private companies.
- Model cap tables, dilution, and ownership across multiple funding rounds.
- Interpret term sheets, including valuation caps, liquidation preferences, and anti-dilution provisions.
- Structure convertible notes, SAFEs, and priced equity rounds correctly.
- Conduct commercial, financial, technical, and legal due diligence on start-ups.
- Prepare an investment memo and present to an investment committee.
- Manage deal documentation, conditions precedent, and closing mechanics.
- Monitor portfolio companies after investment and plan exit routes.

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Course Methodology

- Case studies on real seed, Series A, and Series B transactions.
- Hands-on modelling of valuation scenarios, cap tables, and exit waterfalls.
- Due diligence simulations with structured findings presentation.
- Investment committee role-play with challenge and decision documentation.
- Group work on term sheet negotiation and closing checklists.

Who Should Take This Course

- Venture capital and growth equity investors.
- Investment analysts and associates.
- Corporate venture and innovation capital teams.
- Family office and angel investor groups.
- Start-up founders and CFOs raising institutional funding.
- Lawyers, accountants, and advisors supporting venture deals.
- Fund operations and compliance professionals.

Venture Capital: Startup Valuation to Deal Execution Course Outlines

Day 1: Valuation Foundations for Start-Ups

- Why traditional valuation methods fail at early stage.
- Pre-money, post-money, and the venture capital method.
- Target return multiples and required ownership calculation.
- Milestone-based valuation and scenario weighting.

- Discounted cash flow with wide uncertainty ranges.
- Market multiples and comparable private transactions.
- Workshop: valuing a start-up using the venture capital method.

Day 2: Cap Tables, Dilution, and Term Sheet Economics

- Cap table construction and ownership tracking.
- Dilution across seed, Series A, and Series B rounds.
- Convertible notes, SAFEs, and conversion mechanics.
- Valuation caps, discounts, and interest accrual.
- Liquidation preferences and participation rights.
- Anti-dilution provisions: full ratchet and weighted average.
- Exercise: modelling dilution and exit proceeds across stakeholders.

Day 3: Due Diligence and Investment Decision

- Initial screening and investment thesis fit.
- Commercial due diligence: market, competition, and traction.
- Financial due diligence: revenue quality, burn rate, and unit economics.
- Technical and product due diligence priorities.
- Legal due diligence: IP ownership, contracts, and corporate records.
- Preparing the investment memo and recommendation.
- Simulation: presenting findings to an investment committee.

Day 4: Deal Structuring and Execution

- Term sheet negotiation priorities and deal-breakers.
- Syndication, co-investment, and allocation among investors.

- Conditions precedent and closing checklists.
- Shareholder agreements, board composition, and governance rights.
- Information rights, reporting obligations, and protective provisions.
- Managing the closing process and funds flow.
- Workshop: negotiating a term sheet in teams.

Day 5: Post-Investment Management and Exit

- Portfolio monitoring: ARR, burn, runway, and key milestones.
- Board participation and founder support.
- Follow-on investment and reserve strategy.
- Exit routes: trade sale, secondary, and IPO.
- Exit waterfall modelling and distribution of proceeds.
- IPEV valuation guidelines for private holdings.
- Capstone: presenting a complete venture deal review.

Conclusion

By successfully completing Venture Capital: Startup Valuation to Deal Execution Training Course, participants will gain a practical command of start-up valuation and venture transaction execution. They will acquire the ability to apply the venture capital method, model cap tables and dilution, negotiate term sheets, run due diligence, and manage a deal to closing. As a result, they can execute venture transactions with structure and discipline. Gentex Training Center delivers this programme with a strong focus on applied models and live deal cases.

LEARN BOLD. **LEAD BEYOND**
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FAQs for the Venture Capital: Startup Valuation to Deal Execution course

Q1 What is the "Venture Capital: Startup Valuation to Deal Execution" course about?

It covers the venture deal process from start to finish, teaching how to value early-stage companies, model cap tables and dilution, negotiate term sheets, conduct due diligence, close a transaction, and plan an exit.

Q2 What are the key benefits of the "Venture Capital: Startup Valuation to Deal Execution" course?

Participants value start-ups using methods investors accept, understand exactly how term sheet terms affect returns, and run diligence and closing more efficiently. They also negotiate with a clearer view of dilution and exit economics, which protects returns on both sides of the table.

Q3 What skills will I gain from the "Venture Capital: Startup Valuation to Deal Execution" course?

Early-stage valuation using the venture capital method and scenario weighting; cap table modelling, dilution analysis, and exit waterfall calculation; term sheet structuring including valuation caps, liquidation preferences, and anti-dilution provisions; and due diligence, investment memo preparation, and deal closing management.

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Q4 What tools, methods, or standards are covered in the "Venture Capital: Startup Valuation to Deal Execution" course?

The course covers the venture capital method, target return multiples, milestone-based valuation, discounted cash flow with scenario weighting, market multiples, comparable private transactions, cap table and dilution modelling, convertible notes and SAFEs, valuation caps and conversion mechanics, liquidation preferences and participation rights, full ratchet and weighted average anti-dilution, investment memos, conditions precedent, shareholder agreements, the IPEV valuation guidelines, and ARR, burn rate and runway monitoring metrics.

Q5 How is the "Venture Capital: Startup Valuation to Deal Execution" course applied in real-world practice?

Participants value a start-up using the venture capital method, model dilution and exit proceeds across stakeholders, present diligence findings to a simulated investment committee, negotiate a term sheet in teams, and deliver a complete deal review. Each exercise mirrors the work of a venture investment team from sourcing to closing.