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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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 an 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 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

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. 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
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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

Register Online Now

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