QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1429

Private Equity & Venture Capital Management Training Course

INVESTMENT BANKING & CAPITAL MARKETS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Private Equity & Venture Capital Management Training Course provides an advanced and practical framework for understanding the complete investment lifecycle across private equity and venture capital. The course examines how investment professionals identify opportunities, evaluate businesses, conduct due diligence, structure transactions, assess risk and return, manage portfolio companies, create value, and execute effective exit strategies. It is designed to strengthen the financial, strategic, analytical, and investment capabilities required to operate effectively within private capital markets.

Private equity and venture capital play an important role in financing business growth, supporting innovation, developing companies, and allocating capital toward businesses with attractive growth and value-creation potential. The course explains the fundamental differences between private equity and venture capital investment models, including differences in investment stage, risk profile, ownership expectations, funding requirements, governance involvement, return objectives, and exit strategies. Participants will learn how investment decisions should reflect the specific characteristics and development stage of each business.

The program places strong emphasis on investment analysis and transaction evaluation. Participants will examine market attractiveness, competitive positioning, business models, management capabilities, financial performance, cash flow generation, capital requirements, valuation, transaction structures, investor rights, and downside risks. Particular attention is given to evaluating private companies and early-stage businesses where limited operating history, uncertain cash flows, rapid growth, and evolving business models can make traditional valuation approaches more challenging.

The course also focuses on the period after the investment is completed. Effective private capital management requires more than selecting attractive investments; it requires disciplined portfolio monitoring, governance, operational improvement, capital planning, risk management, and active value creation. Participants will explore practical approaches for tracking financial and operational performance, identifying opportunities for improvement, supporting management teams, protecting investment value, and preparing portfolio companies for successful future financing or exit.

Through investment case studies, financial analysis, transaction exercises, valuation scenarios, portfolio management workshops, and exit planning, the Private Equity & Venture Capital

Management Training Course develops the practical capabilities required to evaluate and manage private investments. The program is suitable for investment firms, banks, financial institutions, government investment entities, institutional investors, large corporations, and professionals involved in investment management, corporate development, strategy, finance, and capital allocation.

Objectives

- Analyze private equity and venture capital investment models and their complete investment lifecycle during the course.
- Evaluate investment opportunities using financial, commercial, strategic, and market-based criteria.
- Develop practical screening frameworks for identifying, comparing, and prioritizing investment opportunities.
- Apply appropriate valuation methodologies to private companies and early-stage businesses at different stages of development.
- Evaluate financial, operational, commercial, governance, regulatory, and market risks associated with potential investments.
- Design transaction structures that address ownership, financing, investor rights, governance, and downside protection.
- Assess financial, commercial, operational, legal, and management due diligence findings before making investment decisions.
- Apply return analysis, sensitivity analysis, scenario analysis, and downside testing to assess potential investment outcomes.
- Develop portfolio management frameworks for monitoring investment performance and identifying value-creation opportunities.
- Evaluate alternative exit strategies and determine suitable approaches based on investment objectives and market conditions.
- Improve the quality of investment reports, financial analysis, and recommendations presented to investment committees and senior management.
- Align private equity and venture capital investment strategies with long-term value creation, risk management, and capital allocation objectives.

Who Should Attend

This course is designed for professionals working in private equity firms, venture capital firms, investment companies, banks, financial institutions, asset management organizations, investment banking, corporate development, and institutional investment functions. It is particularly relevant to Investment Managers, Fund Managers, Portfolio Managers, Private Equity Professionals, Venture Capital Professionals, Investment Analysts, Financial Analysts, Valuation Specialists, Corporate Development Managers, Due Diligence Specialists, Risk Managers, and Investment Advisors.

The program is also suitable for Executives, Heads of Investment, Directors of Corporate Finance, Strategy Directors, Corporate Development Leaders, Investment Committee Members, and senior decision makers responsible for capital allocation, investment selection, portfolio management, and long-term value creation. Professionals working within government investment entities, public sector investment organizations, development institutions, large corporations, and institutional investment functions can also benefit from the frameworks covered in the program.

The course is particularly valuable for professionals involved in evaluating start-ups, growth companies, private businesses, acquisition opportunities, direct investments, and strategic investments. It is also appropriate for legal, finance, governance, compliance, and operations professionals who support transaction structuring, investor rights, portfolio oversight, performance monitoring, and investment exits.

Learning Outcomes

- Explain the key differences between private equity and venture capital investment models and their respective investment approaches.
- Identify and evaluate investment opportunities using structured financial, commercial, strategic, and market analysis.
- Conduct an effective preliminary screening and prioritization process for potential investments.
- Apply appropriate valuation approaches to private companies and venture-backed businesses across different growth stages.
- Analyze financial statements, cash flows, operating metrics, and capital requirements to assess investment quality.
- Evaluate market, management, operational, financial, governance, regulatory, and competitive risks.

- Assess due diligence findings and incorporate them into investment decisions and transaction structures.
- Design investment structures that address ownership, financing, governance, investor protections, and funding requirements.
- Evaluate potential investment returns using multiple scenarios, sensitivity analysis, and downside assumptions.
- Develop practical frameworks for monitoring portfolio company performance and identifying value-creation opportunities.
- Compare exit alternatives and assess their potential impact on investment returns, risk, and timing.
- Prepare a comprehensive investment recommendation suitable for an investment committee or senior management review.

Course Outline

DAY 01

Private Equity & Venture Capital Foundations and Investment Lifecycle

- Private equity and venture capital concepts, structures, and investment objectives
- Differences between private equity, venture capital, growth capital, and other private investment models
- Fund structures, investors, capital commitments, and investment mandates
- The investment lifecycle from opportunity sourcing through exit
- Investment stages, company maturity, growth expectations, and risk characteristics
- Investment thesis development and opportunity selection criteria
- Market attractiveness, competitive positioning, business models, and growth drivers

> **PRACTICAL APPLICATION**
> Evaluate a selection of investment opportunities and rank them using a structured investment screening framework

DAY 02

Investment Evaluation, Business Valuation and Due Diligence

- Financial analysis of private companies and early-stage businesses
- Revenue, profitability, cash flow, working capital, and capital expenditure analysis
- Valuation approaches for private and growth-stage companies
- Comparable company analysis, precedent transactions, and cash flow-based valuation
- Business model assessment, market opportunity, competitive advantage, and scalability
- Management team assessment, governance, and execution capability
- Financial, commercial, operational, legal, and strategic due diligence
- Identifying red flags, hidden risks, and value-creation constraints

PRACTICAL APPLICATION

Conduct a due diligence assessment of a hypothetical investment opportunity and prepare an initial investment recommendation

DAY 03

Transaction Structuring, Investment Returns and Risk Analysis

- Principles of private equity and venture capital transaction structuring
- Ownership structures, financing arrangements, and investor rights
- Governance rights, protective provisions, and strategic decision-making mechanisms
- Funding requirements, investment rounds, follow-on financing, and capital planning
- Negotiating transaction terms and aligning investor and management interests
- Internal rate of return, multiple of invested capital, and other investment return measures
- Sensitivity analysis, scenario analysis, and downside case evaluation
- Dilution risk, financing risk, capital structure considerations, and investment concentration

PRACTICAL APPLICATION

Design an investment transaction structure and evaluate expected returns and risks under multiple scenarios

DAY 04

Portfolio Management, Governance and Value Creation

- Principles of private investment portfolio management
- Financial and operational performance monitoring of portfolio companies
- Key performance indicators, investment milestones, and early warning indicators
- Investor governance, board participation, and strategic oversight
- Operational improvement, revenue growth, profitability enhancement, and efficiency initiatives
- Capital planning and preparation for future financing requirements
- Managing underperformance, restructuring needs, and investment risk
- Measuring investor contribution to portfolio company value creation

PRACTICAL APPLICATION

Develop a portfolio management and value-creation plan for a selected portfolio company

DAY 05

Exit Strategies, Investment Performance and Advanced Management

- Strategic importance of exit planning within private equity and venture capital
- Strategic sales, secondary transactions, public listings, and other exit alternatives
- Exit timing and factors influencing exit readiness
- Valuation analysis and preparation of portfolio companies for exit
- Managing exit processes, negotiations, and buyer or investor considerations
- Impact of market conditions, financing availability, and liquidity on exit strategies
- Fund and portfolio performance evaluation
- Investment reporting, governance, and decision support for senior management and investment committees
- Advanced risk management and governance frameworks for private investments

DAY 05 — CONTINUED

> **FINAL WORKSHOP**
> Develop and present a complete private equity or venture capital investment case covering opportunity analysis, valuation, due diligence, transaction structure, return analysis, portfolio management, value creation, and exit strategy

Register or Request More Information

Course page: https://quest-training.com/courses/private-equity-venture-capital-management-training-course
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