



WIN Venture Capital Academy

Brief Description of the activity:

¿Do you want to become an expert in the start-up's investment and further develop your investment skills?

If you are an intern or analyst of a VC fund and you want to further develop your investment skills to grow in the sector, this program is for you. During 3 months you will have a series of online sessions with experts in the investment ecosystem to understand the key aspects of a VC fund. During these 10 sessions you will gain the needed skills to grow professionally in your career development plan.

You can register individually by session, or by module or full program, in the registration link above you will find different options to register.

If you register to more than 4 sessions, you will receive a EIT labelled certification.

[REGISTER HERE!](#)

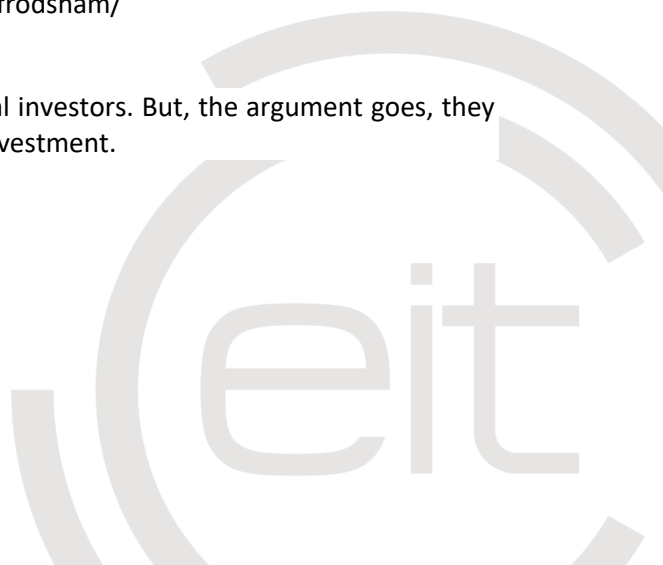
The content of the program is as follows:

Module 1: Introduction to basics in Investment:

1st Session: Why Venture Capital?

- Day: 27th June
- Time: 14h- 15:30h CEST
- Format: Online Zoom link to be provided
- Expert: David FrodSham, IESE Business School, University of Navarra
- Linkedin: <https://www.linkedin.com/in/davidfrodsham/>

Many successful companies are built without external investors. But, the argument goes, they could grow faster and become bigger with external investment.



What is Venture Capital, how does it work? Why do companies need money, and how do you estimate how much is needed?

2nd Session: SHA & Termsheet

- Day: 10 th July
- Time: 14h- 15:30h CEST
- Format: Online Zoom link to be provided
- Expert: Sara Barona, Partner Osborne Clarke
- Linkedin: <https://www.linkedin.com/in/sara-barona-ab8ba834/>

Are you eager to know valuable legal insights in the process of investing in a start-up? Do you want to understand the crucial legal aspects of closing a finance round? This session will focus on the key aspects regarding the legal process and the documentation surrounding the investment in a start-up, from an investor perspective. From the term sheet to the legal documentation required such as the subscription and the shareholders' agreement, we will navigate through the most important clauses and different alternatives you may find during the investment process as well as the main things to consider in order to protect your position as investor, depending on the stage of the venture and the negotiation position.

3rd Session: Key investment trends & model

- Day: 24th July
- Time: 14h- 15:30h CEST
- Format: Online Zoom link to be provided
- Expert: Aristotelis Xenofontos, Partner @ Seaya Ventures
- Linkedin: <https://www.linkedin.com/in/aristotelisxenofontos/>

In this session you will learn the following topics:

- Market investment trends (sector, type of start-up, growth stage)
- Market tech trends.
- How VC investment has evolved through years.





Module 2: How to manage the investment process with start-ups

4th Session: *Valuation of New Businesses: The Art and the Science*

- Day: 4th September
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: *Dr. Luisa Alemany, Academic Director, Inst. Entrepreneurship & Private Capital @ London Business School (LBS)*
- LinkedIn: <https://www.linkedin.com/in/luisa-alemany-46902419b/>

Do you know the methods to value a “traditional” company?

What about valuation of new innovative businesses?

During this session we will discuss the art and science behind valuing high growth innovative startups.

What do we need to take into account? What information is needed? Where to find it? What’s the difference between pre-money and post-money valuation? What’s a cap table and how to build it?

Practical case studies will be included in the session to get hands on experience.

5th Session: **Exits & Acquisitions**

- Day: 12th September
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: David Frodsham, IESE Business School, University of Navarra fireside chat with Christian Saller, General Partner HV Capital
- LinkedIn: <https://www.linkedin.com/in/davidfrodsham/> & <https://www.linkedin.com/in/christian-saller-16226/>

This session we will understand which is the usual process of an exit, how to achieve it, how are the negotiations and tips & learnings to close it. It will be based on real use cases and examples to fully understand how to deal with an exit and how to support it.

6th Session: **Portfolio Management & managerial conflicts**

- Day: 26th september
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: Heidi Lindvall, General Partner Pale Blue Dot.
- LinkedIn: <https://www.linkedin.com/in/heidilindvall/>





Do you want to know how to correctly manage a portfolio of start-ups invested?
This session we will understand and learn how to manage a portfolio of start-ups and how to deal with managerial conflicts.
We will also see real examples.

Module 3: Internal operations of a VC

7th Session: Investment thesis and analysis of different business models

- Day: 9th October
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: Erica van Eeghen, Investment manager Borski Fund
- LinkedIn: <https://www.linkedin.com/in/erica-van-eeghen-59446613/>

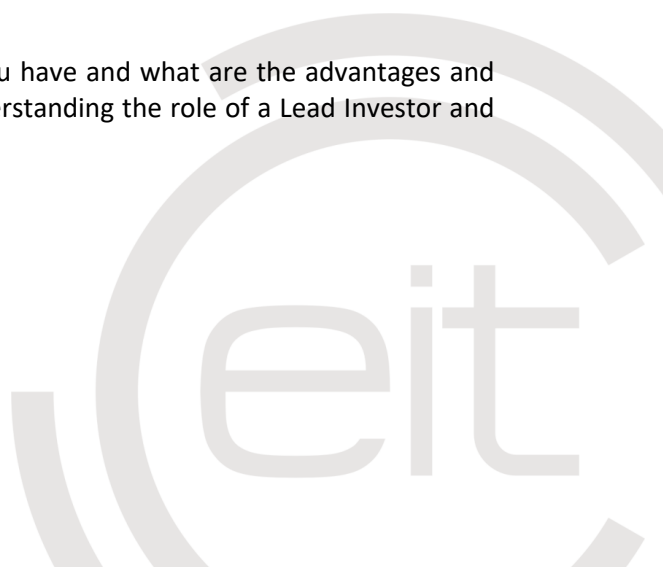
In this session you will understand how to define and implement an investment thesis and how to deal internally with the investment process.

We will also analyse different business models with real examples to understand which business model is more interesting depending on the investment thesis of the fund.

8th Session: Co-Investment options

- Day: 23rd October
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: Oscar Ramos, General Partner SOSV, Managing Director Orbit Start-ups.
- LinkedIn: <https://www.linkedin.com/in/oscarramosm/>

During this session we will learn what options do you have and what are the advantages and disadvantages. Moreover, we will go deeper on understanding the role of a Lead Investor and when it is interesting to Lead.





9th Session: The role of board Members

- Day: 6th November
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: Antoine Cocle, Founder Kaya Impact Fund

Do you want to know more in depth the role of a board member? What does it mean? What are the implications and what are you supposed to do? how to create value to the entrepreneurs from the board?

This session we will deep-dive in understanding all the important and relevant things before sitting on a board meeting.

10th Session: Internal operations of a VC fund

- Day: 20th November
- Time: 14h – 15:30h. CEST
- Format: Online Zoom link to be provided
- Expert: Lurdes Gramaxo, Partner Bynd Capital
- LinkedIn: <https://www.linkedin.com/in/lurdes-gramaxo-12856bba/>

With the expert we will explore how they did it to create the VC fund. The main objective is to understand the process of fundraising a fund, what are the needs, the do's and don't does. Key learnings and how to deal with LP's.

