



Investor and Strategic Partner Due Diligence Course

29 March – 2 April 2027
Milan

Investor and Strategic Partner Due Diligence Course

Ref: 433_135006 **Date:** 29 March – 2 April 2027 **Location:** Milan **Fees:** 5700 Euro

Overview

Investor and Strategic Partner Due Diligence Course is a five-day advanced course for investment, corporate development, finance, partnership, risk, and governance teams, who leave with an Investor and Partner Due Diligence Decision File. Participants apply risk-based investor appraisal, strategic partner assessment, beneficial ownership verification, financial capacity analysis, and ongoing relationship monitoring. The course integrates strategic fit, integrity, conflicts, governance, evidence, risk grading, approval conditions, and onboarding controls. Agile Leaders Training Center delivers this investor and partner due diligence course.

Who Should Attend

- Investment functions responsible for screening potential investors and capital relationships
- Corporate development functions responsible for strategic alliances and partner selection
- Finance functions responsible for capacity evidence and funding assumptions
- Risk and compliance functions responsible for ownership, integrity, and relationship controls
- Governance functions responsible for approvals, conflicts, conditions, and oversight

The course assumes participants contribute to investor or partner decisions and leaves out transaction valuation, legal drafting, and AML investigations as standalone disciplines.

Departments and Industries

The course supports functions that assess external capital and business relationships across regulated and commercial sectors.

- Investment, corporate development, and partnership offices
- Banking, asset management, and private capital firms
- Energy, infrastructure, and industrial ventures
- Technology, telecommunications, and professional services
- Healthcare, education, and nonprofit organizations

Learning Objectives

By the end of this course, participants will be able to:



- Build a risk-based due diligence scope for each relationship
- Analyze strategic fit, ownership, capacity, integrity, and governance evidence
- Evaluate source reliability and resolve conflicting information
- Prioritize red flags using likelihood, impact, and control evidence
- Apply approval conditions, onboarding controls, and escalation rules
- Create an Investor and Partner Due Diligence Decision File

Course Agenda

Day 1: Relationship Scope and Risk

- Investor and Partner Relationship Profile
- Strategic Fit Assessment Canvas
- Risk-Based Due Diligence Scope Matrix
- Information Requirement Register
- Due Diligence Governance RACI

Day 2: Ownership and Financial Capacity

- Legal Entity and Ownership Map
- Beneficial Ownership Verification Checklist
- Source-of-Funds Evidence Framework
- Financial Capacity Analysis Worksheet
- Ownership and Capacity Gap Log

Day 3: Integrity and Governance Evidence

- Reputation and Integrity Inquiry Plan
- Conflict-of-Interest Disclosure Matrix
- Governance Practice Assessment Scorecard
- Evidence Source Reliability Scale
- Adverse Information Resolution Record

Day 4: Decision and Relationship Controls

- Investor and Partner Risk Rating Model
- Red Flag Escalation Decision Tree
- Conditional Approval Control Sheet
- Relationship Onboarding Control Plan
- Ongoing Monitoring Trigger Register



Day 5: Due Diligence Decision Practice

- Exercise: Relationship Scope Challenge
- Exercise: Ownership and Capacity Review
- Exercise: Integrity Evidence Reconciliation
- Exercise: Approval and Monitoring Decision
- Capstone Investor and Partner Due Diligence Decision File

Practical Exercises

The course includes the following suggested activities:

- Suggested activity: define an evidence request from relationship purpose, structure, and risk indicators
- Suggested activity: reconcile ownership, financial, reputation, and governance information from different sources
- Suggested activity: grade red flags and set approval, rejection, escalation, or mitigation conditions
- Suggested activity: design onboarding controls and monitoring triggers for an approved relationship

Frequently Asked Questions

Who suits the Investor and Strategic Partner Due Diligence Course?

The course suits investment, corporate development, finance, partnership, risk, compliance, and governance functions and assumes participation in investor or partner decisions.

How does investor and partner due diligence differ from merger valuation?

Investor and partner due diligence evaluates relationship fit, ownership, capacity, integrity, conflicts, governance, evidence quality, and continuing controls, while merger valuation concentrates on financial and commercial value.

What should risk-based investor appraisal examine?

Risk-based investor appraisal should examine relationship purpose, ownership structure, source of funds, financial capacity, reputation, conflicts, governance, information reliability, exposure, and available controls.

How should beneficial ownership verification support partner assessment?

Beneficial ownership verification should connect legal entities to controlling individuals, document evidence sources, identify gaps or inconsistencies, and feed unresolved concerns into risk grading and escalation.



Why does strategic partner assessment require ongoing monitoring?

Ongoing monitoring detects changes in ownership, capacity, reputation, governance, conflicts, performance, or relationship exposure that may alter the original approval decision.

Conclusion

Participants take back an Investor and Partner Due Diligence Decision File with scope, evidence, risk, decision, and monitoring artifacts. The file replaces fragmented checks with a traceable assessment linked to relationship purpose. It clarifies information gaps, red flags, approval conditions, accountable owners, onboarding controls, escalation paths, and review triggers.