



Venture Capital Funding and Deal Structuring Training Course

21 – 25 March 2027
Doha

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Ref: 479_138378 **Date:** 21 – 25 March 2027 **Location:** Doha **Fees:** 5500 Euro

Overview

Venture Capital Funding and Deal Structuring Training Course is a five-day professional course for investment, startup-finance, corporate-venture, founder, and advisory teams who leave with a Venture Capital Investment Casebook. Participants connect funding strategy with investment stages, sourcing, screening, valuation, term sheets, ownership economics, governance, portfolio support, growth milestones, follow-on finance, performance, and exits. The course turns financing choices into documented investment decisions. Agile Leaders Training Center presents venture capital funding through applied deal analysis.

Who Should Attend

- Investment functions responsible for sourcing and screening venture opportunities
- Fund teams responsible for valuation, terms, and investment recommendations
- Startup-finance functions responsible for funding rounds and ownership planning
- Corporate-venture functions responsible for strategic investment and portfolio oversight
- Advisory teams responsible for due diligence and transaction preparation
- Founder teams responsible for institutional funding readiness

The course assumes participants can interpret financial statements and business models and leaves out personal investment advice, securities trading, and specialist legal drafting.

Departments and Industries

The course supports departments and industries that fund, advise, or govern growth-stage businesses.

- Venture capital, private-market investment, and fund-management departments
- Technology, financial-services, healthcare, and industrial growth companies
- Corporate venture, strategy, innovation, and finance functions
- Startup accelerators, family offices, and investment advisory firms
- Transaction, valuation, legal-support, and portfolio-operations teams

Learning Objectives

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



- Analyze venture funding stages and capital requirements
- Apply sourcing, screening, and due diligence tools
- Evaluate valuation methods and investment terms
- Build capitalization and dilution scenarios
- Prioritize governance, growth, and follow-on actions
- Compare performance evidence and exit pathways

Course Agenda

Day 1: Funding Strategy and Investment Stages

- Venture Funding Stage and Milestone Map
- Capital Requirement and Runway Model
- Fund Mandate and Investment Thesis Canvas
- Deal Sourcing Channel Matrix
- Opportunity Screening Decision Grid

Day 2: Due Diligence and Valuation

- Commercial Due Diligence Evidence Checklist
- Team and Governance Assessment Scorecard
- Financial Quality and Unit Economics Review
- Venture Capital Valuation Method Matrix
- Investment Risk and Red-Flag Register

Day 3: Deal Structure and Ownership

- Term Sheet Economics and Control Rights Grid
- Pre-Money and Post-Money Valuation Model
- Capitalization Table and Dilution Scenario
- Preference and Conversion Waterfall
- Investment Committee Recommendation Template

Day 4: Growth, Portfolio, and Exit Decisions

- Portfolio Growth Milestone Dashboard
- Board Governance and Reporting Calendar
- Follow-On Funding and Reserve Allocation Model
- Venture Performance Measurement Scorecard
- Exit Readiness and Pathway Matrix



Day 5: Venture Capital Deal Practice

- Suggested Exercise: Screen a Venture Opportunity
- Suggested Exercise: Test Due Diligence Evidence
- Suggested Exercise: Model Ownership and Dilution
- Suggested Exercise: Evaluate Growth and Exit Choices
- Capstone Exercise: Venture Capital Investment Casebook

Practical Exercises

The course uses suggested activities to connect funding choices with traceable investment evidence.

- Suggested activity: map a company's funding stage, capital requirement, runway, and investment milestones.
- Suggested activity: assess a venture using commercial, financial, team, governance, and risk evidence.
- Suggested activity: compare valuation, term-sheet, capitalization, dilution, and control scenarios.
- Suggested activity: assemble portfolio support, follow-on funding, performance, and exit recommendations.

FAQs

What is venture capital deal structuring?

Venture capital deal structuring defines the investment amount, valuation, security, ownership, economic rights, control rights, governance, and conditions that connect investor capital with company milestones.

Who suits venture capital funding training, and what does it assume?

Investment, startup-finance, corporate-venture, founder, and advisory teams suit the training. It assumes participants can interpret financial statements and business models.

How does venture capital funding differ from general corporate finance?

Venture capital funding focuses on staged investment, uncertain growth, ownership dilution, investor rights, portfolio support, and exit pathways. General corporate finance covers broader funding, capital budgeting, and financial-management decisions.

How does a capitalization table support venture capital decisions?

A capitalization table records securities and ownership, allowing teams to test how financing rounds, options, conversions, and new investments change stakeholder ownership and dilution.



What evidence supports a venture capital investment recommendation?

A venture capital recommendation uses market, business-model, team, financial, valuation, term, governance, risk, growth, portfolio-support, and exit evidence linked to the investment thesis.

Conclusion

Participants take back a Venture Capital Investment Casebook linking funding stages, screening, due diligence, valuation, terms, ownership, governance, growth, performance, and exits. It changes fragmented deal evidence into a traceable investment recommendation. The casebook gives investment teams shared assumptions, scenarios, decision criteria, risk observations, and portfolio actions.