



Advanced Corporate Finance for Startups and Scale-Ups Training Course

18 – 22 October 2027
Tbilisi

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Ref: 1103_181424 **Date:** 18 – 22 October 2027 **Location:** Tbilisi **Fees:** 5000 Euro

Overview

Advanced Corporate Finance for Startups and Scale-Ups Training Course is a one-week course for startup founders, scale-up finance leaders, venture-backed executives, board members and strategic finance advisers, who leave with a Startup Finance and Growth Capital Pack. Participants model runway, test unit economics, value uncertain growth, plan financing milestones, evaluate dilution and direct capital toward evidence-backed expansion. The course connects operating economics with investor and board decisions. Agile Leaders Training Center develops startup and scale-up corporate finance capability.

Who Should Attend

- Founders responsible for runway, financing milestones and ownership choices
- Finance leaders responsible for forecasts, unit economics and capital allocation
- Executives responsible for converting growth plans into fundable financial cases
- Boards responsible for financing rounds, dilution and performance oversight
- Advisers responsible for valuation scenarios and investor decision materials

The course assumes participants can interpret financial statements and operating metrics, and it leaves out personal investment advice, securities law, tax structuring and legal document drafting.

Departments and Industries

The course supports departments and industries where uncertain growth must be financed through disciplined operating evidence.



- Corporate finance, financial planning, treasury and strategy
- Founder offices, boards, investor relations and business operations
- Software, digital platforms and financial technology
- Healthcare, biotechnology and professional services
- Consumer products, logistics and climate technology

Learning Objectives

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

- Build an integrated runway and cash forecast
- Analyze unit economics and growth efficiency
- Evaluate growth initiatives through scenario-based investment cases
- Compare venture financing structures and ownership dilution
- Build a valuation range under operating uncertainty
- Prioritize financing milestones and board-level capital allocation



Course Agenda

Day 1: Runway and Financial Operating Model

- Startup Financial Driver Tree
- Integrated Revenue, Cost and Cash Model
- Rolling Runway Forecast and Cash Burn Bridge
- Working Capital Timing Map
- Downside Liquidity Trigger Register

Day 2: Unit Economics and Growth Investment

- Customer Contribution Margin Model
- Acquisition Cost and Lifetime Value Cohort Analysis
- Retention, Churn and Payback Diagnostic
- Growth Efficiency Scenario Matrix
- Initiative Investment Case Scorecard



Day 3: Venture Financing and Ownership

- Financing Stage and Milestone Roadmap
- Capitalization Table and Ownership Waterfall
- Pre-Money and Post-Money Dilution Model
- Equity, Convertible and Venture Debt Comparison
- Financing Terms Economic Impact Grid

Day 4: Valuation and Capital Governance

- Scenario-Based Discounted Cash Flow Range
- Comparable Company and Transaction Multiple Set
- Milestone Probability Valuation Tree
- Board Finance and Investor Reporting Pack
- Capital Allocation Decision Calendar

Day 5: Startup Finance Decision Practice

- Exercise: Rebuild a Runway and Cash Trigger Model
- Exercise: Diagnose Unit Economics and Growth Efficiency
- Exercise: Model a Financing Round and Dilution
- Exercise: Defend a Valuation and Capital Recommendation
- Capstone Exercise: Startup Finance and Growth Capital Pack

Practical Exercises

The course uses suggested activities to turn operating evidence into financing and capital decisions.

- Suggested activity: test runway under revenue, hiring and collection scenarios
- Suggested activity: compare cohort economics for software and consumer businesses
- Suggested activity: model ownership before and after a venture round
- Suggested activity: present a growth investment and financing recommendation to a board

FAQs

Who suits corporate finance for startups and scale-ups training, and what does it assume?

Founders, finance leaders, venture-backed executives, board members and advisers suit the training. It assumes practical familiarity with financial statements, forecasts and operating metrics.

How does startup corporate finance differ from general entrepreneurship finance?

Startup corporate finance connects runway, unit economics, uncertain valuation, staged financing, dilution and board decisions, while general entrepreneurship finance often concentrates on basic budgets and funding awareness.

How should a startup calculate runway?

Startup runway should link opening cash to forecast receipts, operating payments, hiring, working capital and financing timing, with downside triggers that show when management action is required.

Why do unit economics matter in scale-up finance?

Unit economics show whether customer-level contribution, acquisition cost, retention and payback support growth before additional capital is committed.

How can a startup evaluate financing dilution?

Financing dilution can be evaluated through a capitalization table that compares pre-money value, new capital, option pools, conversion terms and ownership outcomes across scenarios.



Conclusion

Participants take back a Startup Finance and Growth Capital Pack containing runway forecasts, unit economics, investment cases, capitalization tables, dilution models, valuation ranges and board reports. The pack makes cash constraints, growth assumptions and ownership consequences visible. It supports financing and capital allocation decisions that connect expansion milestones with operating evidence.