Technology Business Valuation and Analysis Training Course

14 – 18 December 2026
Addis Ababa

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Training Center

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Ref: 477_223695 **Date:** 14 – 18 December 2026 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Technology Business Valuation and Analysis Training Course is a one-week advanced course for valuation, corporate finance, investment, transaction, and strategy professionals who leave with a Technology Business Valuation Decision File. Participants connect revenue models, market sizing, unit economics, cohort retention, comparables, transactions, discounted cash flow, intangible assets, and scenarios. The course turns uncertain growth evidence into traceable valuation judgments. Agile Leaders Training Center presents technology business valuation through analytical work products.

Who Should Attend

- Valuation functions responsible for enterprise and equity value analysis
- Corporate-finance functions responsible for investment and transaction decisions
- Investment teams responsible for technology-company assessment
- Transaction-advisory functions responsible for valuation evidence and challenge
- Strategy functions responsible for market and business-model analysis
- Finance leaders responsible for valuation governance and reporting

The course assumes participants can interpret financial statements and basic valuation models and leaves out startup fundraising tactics, technology operations, and general spreadsheet instruction.

Departments and Industries

The course supports departments and industries that evaluate technology-enabled growth, transactions, or intangible value.

- Corporate finance, valuation, strategy, and investment departments
- Software, platform, telecommunications, and digital-service companies
- Banking, investment, private-capital, and advisory organizations
- Healthcare technology, education technology, and financial technology businesses
- Industrial technology, logistics technology, and data-service firms

Learning Objectives

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

- Analyze technology revenue models and value drivers
- Use market, unit-economic, and cohort evidence
- Build comparable-company and transaction ranges
- Apply discounted cash flow and venture capital methods
- Evaluate intangible assets and scenario uncertainty
- Defend a technology valuation conclusion

Course Agenda

Day 1: Business Model and Value Drivers

- Technology Revenue Model Classification Map
- Market Size and Share Constraint Model
- Growth, Margin, and Reinvestment Driver Tree
- Technology Business Life-Cycle Assessment
- Valuation Evidence and Assumption Register

Day 2: Unit Economics and Operating Evidence

- Customer Acquisition and Lifetime Value Bridge
- Cohort Retention and Churn Analysis
- Recurring Revenue Quality Scorecard
- Contribution Margin and Scaling Model
- Operating Metric Normalization Checklist

Day 3: Relative and Transaction Valuation

- Comparable Company Selection Matrix
- Revenue and Enterprise Value Multiple Analysis
- Growth and Margin Multiple Adjustment Method
- Precedent Transaction Evidence Grid
- Relative Valuation Range Reconciliation

Day 4: Intrinsic Value and Uncertainty

- Technology Business Discounted Cash Flow Model
- Risk and Cost of Capital Assumption Map
- Venture Capital Method Return Bridge
- Intangible Asset Valuation Approach Matrix
- Scenario and Sensitivity Valuation Cube

Day 5: Technology Valuation Practice

- Suggested Exercise: Diagnose a Technology Revenue Model
- Suggested Exercise: Test Unit Economics and Cohort Evidence
- Suggested Exercise: Build a Comparable Valuation Range
- Suggested Exercise: Reconcile DCF and Scenario Results
- Capstone Exercise: Technology Business Valuation Decision File

Practical Exercises

The course uses suggested activities to connect technology operating evidence with defensible valuation decisions.

- Suggested activity: map revenue mechanics, market constraints, growth, margins, and reinvestment for a software or platform business.
- Suggested activity: test acquisition, lifetime value, retention, churn, recurring revenue, and contribution-margin evidence.
- Suggested activity: select comparables, adjust multiples, and reconcile transaction and intrinsic value ranges.
- Suggested activity: document assumptions, scenarios, sensitivities, judgments, and conclusions in the decision file.

FAQs

What is technology business valuation?

Technology business valuation estimates enterprise or equity value by connecting financial forecasts with revenue mechanics, operating metrics, market evidence, intangible assets, risk, and uncertainty.

Who suits technology business valuation training, and what does it assume?

Valuation, finance, investment, transaction, and strategy professionals suit the training. It assumes they can interpret financial statements and basic valuation models.

How does technology business valuation differ from general financial modeling?

Technology business valuation focuses on value judgments, business-model evidence, comparables, intangible assets, risk, and uncertainty. General financial modeling may build forecasts without reaching or defending a valuation conclusion.

Which operating metrics matter in technology business valuation?

Relevant metrics depend on the business model and may include recurring revenue quality, acquisition economics, lifetime value, retention, churn, contribution margin, growth, and reinvestment.

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How should technology valuation methods be reconciled?

Technology valuation methods are reconciled by comparing their assumptions, evidence quality, life-cycle fit, risk treatment, scenario sensitivity, and resulting enterprise or equity value ranges.

Conclusion

Participants take back a Technology Business Valuation Decision File linking revenue models, market constraints, operating metrics, comparables, transactions, cash flows, intangible assets, risks, and scenarios. It changes isolated calculations into traceable valuation judgments. The file gives valuation teams shared assumptions, evidence, ranges, sensitivities, challenges, and conclusions.