



# Early-Stage Venture Capital Investment Analysis Training Course

4 – 8 January 2027  
Addis Ababa

## Early-Stage Venture Capital Investment Analysis Training Course

**Ref:** 480\_223698 **Date:** 4 – 8 January 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

### Overview

Early-Stage Venture Capital Investment Analysis Training Course is a one-week professional course for venture, seed-investment, corporate-venture, accelerator, and advisory teams who leave with an Early-Stage Investment Decision File. Participants examine investment theses, ecosystems, sourcing, founder teams, market evidence, business models, traction, unit economics, valuation, terms, ownership, portfolio support, follow-on capital, risk, and exits. The course turns incomplete startup evidence into structured decisions. Agile Leaders Training Center presents early-stage venture capital through applied opportunity analysis.

### Who Should Attend

- Venture investment functions responsible for seed and early-stage opportunity assessment
- Angel-investment groups responsible for screening and collective decisions
- Corporate-venture functions responsible for strategic startup investments
- Accelerator teams responsible for investment readiness and selection
- Advisory functions responsible for startup due diligence and valuation
- Portfolio teams responsible for growth milestones and follow-on decisions

The course assumes participants can interpret startup business models and basic financial data and leaves out personal investment advice, public-market trading, and specialist legal drafting.

### Departments and Industries

The course supports departments and industries that evaluate young companies with limited operating history.

- Venture capital, angel investment, and private-market teams
- Technology, financial-services, healthcare, and industrial startups
- Corporate venture, strategy, innovation, and finance departments
- Accelerators, incubators, family offices, and investment advisers
- Transaction, valuation, portfolio-operations, and governance functions

### Learning Objectives

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



- Build an early-stage investment thesis
- Apply sourcing and opportunity-screening tools
- Analyze founder, market, model, and traction evidence
- Evaluate valuation, terms, ownership, and risk
- Prioritize portfolio support and follow-on actions
- Compare investment recommendations and exit pathways

## **Course Agenda**

### **Day 1: Thesis, Ecosystem, and Sourcing**

- Early-Stage Investment Thesis Canvas
- Startup Ecosystem Stakeholder Map
- Seed Opportunity Sourcing Channel Matrix
- Investment Funnel Qualification Rules
- Startup Screening Decision Scorecard

### **Day 2: Founder, Market, and Model Evidence**

- Founder and Team Assessment Framework
- Market Problem and Customer Evidence Grid
- Business Model Assumption Map
- Traction and Growth Signal Dashboard
- Unit Economics Diagnostic Model

### **Day 3: Due Diligence and Valuation**

- Early-Stage Due Diligence Checklist
- Startup Data Room Evidence Index
- Risk and Red-Flag Register
- Early-Stage Valuation Method Matrix
- Investment Scenario and Sensitivity Model

### **Day 4: Terms, Portfolio, and Exit Decisions**

- Term Sheet Economics and Rights Grid
- Capitalization Table and Dilution Model
- Investment Committee Decision Memo
- Portfolio Support and Follow-On Plan
- Exit Pathway and Readiness Matrix



## Day 5: Early-Stage Investment Practice

- Suggested Exercise: Screen a Seed Opportunity
- Suggested Exercise: Test Founder and Market Evidence
- Suggested Exercise: Compare Valuation and Ownership Scenarios
- Suggested Exercise: Decide Portfolio and Exit Actions
- Capstone Exercise: Early-Stage Investment Decision File

## Practical Exercises

The course uses suggested activities to connect uncertain startup evidence with repeatable investment decisions.

- Suggested activity: define a thesis and map sourcing channels for an early-stage investment mandate.
- Suggested activity: test founder, market, business-model, traction, unit-economics, and risk evidence.
- Suggested activity: compare valuation, term-sheet, capitalization, and dilution scenarios.
- Suggested activity: assemble an investment memo with portfolio support, follow-on, and exit choices.

## FAQs

### What is early-stage venture capital investment analysis?

Early-stage venture capital investment analysis evaluates a young company's team, market, model, traction, economics, valuation, terms, ownership, risk, support needs, and possible exits despite limited operating history.

### Who suits early-stage venture capital training, and what does it assume?

Venture, angel, corporate-venture, accelerator, portfolio, and advisory teams suit the training. It assumes participants can interpret startup business models and basic financial data.

### How does early-stage venture capital analysis differ from general deal structuring?

Early-stage analysis centers on opportunity selection under uncertainty, founder quality, market validation, traction, unit economics, and staged support. General deal structuring centers more broadly on financing terms, rights, and transaction design.

### How is an early-stage startup assessed with limited history?

An early-stage startup is assessed through linked evidence on founders, customers, market need, product behavior, business-model assumptions, traction signals, unit economics, governance, risks, and milestone feasibility.



## **What supports an early-stage venture capital recommendation?**

An early-stage recommendation combines thesis fit, screening results, due diligence evidence, valuation ranges, ownership effects, risk observations, portfolio-support needs, follow-on choices, and exit pathways.

## **Conclusion**

Participants take back an Early-Stage Investment Decision File linking thesis, sourcing, founder, market, model, traction, economics, valuation, terms, ownership, support, and exits. It changes fragmented startup evidence into a traceable recommendation. The file gives investment teams shared assumptions, scoring criteria, scenarios, risk observations, milestones, and decision records.