

Berkeley

Sutardja Center for  
Entrepreneurship & Technology  
COLLEGE OF ENGINEERING



# Venture Capital for Tech

Investing in Early Stage Startups



# About This Course

Step into the complex, fascinating and challenging world of venture capital, where innovation marries investment, and risks are just the beginning of the journey. Venture Capital for Tech—a realm where audacious dreams meet calculated gambles. If you are excited at the prospect of investing in and shaping tomorrow’s disruptive enterprises, this course is for you.

Calling all potential investors, corporate development strategists, aspiring fund managers, analysts weaving numbers into prophecies, and the architects of generational wealth—this stage is yours. No prior experience is necessary - just an appetite for measured risk. Come and experience the good, the bad, and the ugly of VC —the canvas of venture capital awaits your brushstroke. Veni, VEDI, VC!

## What the Course Covers

With a lively, engaging approach, this course demystifies that world of venture capital and helps us to develop and hone skills as an investor. In this course, participants will be exposed to the entire arc of venture - we traverse the realms of how institutional investors pick venture funds, building an investment thesis, portfolio risk orchestration, and triumphant exits (or epic disasters).

We will hear first hand from entrepreneurs who dared, venture capitalists who defied, and failures that forged success—unicorns and decacorns will all converge in this classroom, whether physical or virtual. Then, we will have hands-on exercises in conducting due diligence, portfolio construction, board meetings and exit negotiations.



**US \$6,745**



**3 Days  
In-Person**



**October 30 -  
November 1, 2024**



**No Prerequisites**



## Who Should Take This Course?

This course is tailored for a diverse array of individuals seeking to delve into the dynamic world of venture capital. Professionals with aspirations of launching tech-focused venture funds will find invaluable guidance to kickstart their entrepreneurial journey. Corporate executives initiating corporate venture capital initiatives or eyeing a transition into full-time VC roles will benefit from comprehensive insights and strategic approaches. Those exploring venture partner or board partner positions will gain essential knowledge and networking opportunities. Attorneys, particularly deal attorneys, looking to deepen their understanding of VC transactions will find the course enriching. Moreover, family offices, institutional LPs, and fresh graduates embarking on investment careers will acquire foundational knowledge and practical skills essential for success in the venture capital landscape.



## This Course Is for You If:



You want to start a Corporate Venture Capital Fund.



You want to explore Venture Partner or Board Partner roles.



You are eager to transition to full time VC roles.



You are excited at the prospect of investing in and shaping tomorrow's disruptive enterprises.



You are starting out in your investment career.



# Where You'll Learn

Nestled within UC Berkeley's College of Engineering, the Sutardja Center for Entrepreneurship and Technology (SCET) embodies the university's spirit of innovation and forward-thinking. As a globally recognized hub for entrepreneurship education and technology innovation, UC Berkeley offers an unparalleled environment for our program on Venture Capital for Tech. Surrounded by the vibrant ecosystem of Silicon Valley, participants will engage with top-tier faculty, industry leaders, and cutting-edge research, gaining invaluable insights into the world of venture capital. Join us at UC Berkeley's Sutardja Center to embark on an enriching journey into the dynamic and ever-evolving realm of venture capital.

## HOW YOU'LL LEARN

The Sutardja Center is recognized for developing the Berkeley Method. The method uses a journey based approach, with inductive learning to teach innovation frameworks, promote a growth mindset and expand your ecosystem.



# What You'll Learn

## DAY 1 Launching Your Venture Fund

<b>FUND STRATEGY</b>	How do you start a fund? What are the typical fund sizes and structures? What legal concerns should you have? How do you develop an investment thesis?
<b>INVESTMENT TEAM</b>	What kind of partnership structure should you pick? How do decisions get made? How does compensation work? What do the partners do? What do they outsource? How do you recruit talent and assign roles?
<b>PORTFOLIO CONSTRUCTION</b>	How do you decide fund size? How do you decide check size? How do you manage risk?
<b>UNDERSTANDING FUND / LP-GP TERMS</b>	How do you decide fund size? How do you decide check size? How do you manage risk?
<b>FUNDRAISING - LP PITCH SESSIONS</b>	What do LPs want? How do they construct portfolios? How do they find you? How do you pitch to them? What makes for a good LP?

## DAY 2 Investments

<b>SOURCING AND ENGAGING</b>	What are the economics of deal flow? How do you develop a brand among founders? How can you differentiate? What are some founder red flags? How do you find other investors?
<b>DILIGENCE AND NEGOTIATIONS</b>	How do you evaluate startups? How do you evaluate founders? How do you evaluate your bargaining power?
<b>TERM SHEETS 101</b>	What are the essential differences in term sheets? What do the various provisions mean? What are some common term sheet mistakes made by VCs? How does valuation work?

## DAY 2 Investments (cont.)

<p><b>POST INVESTMENT VALUE CREATION</b></p>	<p>After investment, how do you add value? How do you help founders to prioritize? How do you help startups to find customers, talent, and partners? How do you deal with a problem founder? When is it time for the next round?</p>
<p><b>BOARD MEETINGS 101</b></p>	<p>What is your role on the board? How do boards add value?</p>

## DAY 3 The Art of an Exit

<p><b>PREREQUISITES TO AN EXIT</b></p>	<p>When do you cease to add value? When is it time for the startup to scale its funding?</p>
<p><b>THE MAGICAL S CURVE</b></p>	<p>How do you evaluate the startup's growth trajectory? When does it make sense to invest in subsequent rounds?</p>
<p><b>TO SELL OR NOT TO SELL</b></p>	<p>What are the different ways to exit your investment? How do you help startups get acquired? Should you exit or hold on?</p>
<p><b>EXIT HORROR STORIES</b></p>	<p>What are common exit mistakes made by investors?</p>
<p><b>WRAP UP AND TOP TAKEAWAYS</b></p>	<p>Conclusions, practical takeaways, and final thoughts.</p>

# Who You'll Learn From

## Your Directors

These subject matter experts have expertly designed this course and will provide continuity throughout the course.



Greg La Blanc

*Faculty Director, UC Berkeley*

Gregory La Blanc is a Distinguished Teaching Fellow at Berkeley Haas, Berkeley Law School, and the Department of Electrical Engineering and Computer Science at Berkeley. At Haas, he launched the school's first classes in Data Science and Fintech. The recipient of numerous teaching awards, including the Haas Cheit Award, he teaches classes in finance, law, innovation, strategy, technology and data. He also is an Instructor at HEC Paris where he leads the Digital Transformation class for both Executive MBAs and Executive Education. He is a graduate of the Wharton School, and studied law at Duke University, George Mason University, and UC Berkeley School of Law. He has consulted in the areas of innovation, decision making, risk management, and strategy around the world. He has advised numerous startups, particularly in Fintech, AI, and people operations. His research lies at the intersection of law, innovation and the use of data in rapidly changing industries.



Mahendra Ramsinghani

*Industry Director*

Mahendra Ramsinghani is a San Francisco based venture capitalist, and the founder of "Secure Octane", an early stage venture fund with 50+ investments. He brings two decades of investment experience in startups and venture funds. As an author of the book *The Business of Venture Capital* (Wiley Finance, 3rd edition), he brings a blend of practical as well as foundational insights. The book was first published a decade ago and is now on its 3rd edition and has been received by readers worldwide. He has co-authored *Startup Boards* (2nd edition, Wiley) and published articles in Forbes, MIT Technology Review & TechCrunch. He has earned a Bachelors of Engineering and a MBA from University of Pune, India.

## Guest Speakers & Format

The program will combine lectures, panels and interactive sessions. In addition to the Faculty Directors and other academic speakers, other presenters include practitioners such as: VCs and entrepreneurs, Deal Attorneys, Investment Bankers, and LPs - Institutional Investors

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**REGISTER NOW**

Questions? Contact Kristina Susac at  
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