



LIUC

Stevens Finance Week: Venture Capital edition

Program coordinator

Prof. Stefano Bonini (TBC)

Course Overview

The Venture Capital Week is an intensive program offering a direct and operational immersion into venture investing. Participants are introduced to the general start-up financing ecosystem and learn how to frame investment opportunities, evaluate start-ups based on scoring frameworks and ad-hoc methodologies, and structure financing. It is designed to allow participants to effectively prepare to raise funding from professional investors

During the week, participants will have to work in groups and prepare a **pitch deck** that will be evaluated the last day of the program by a panel of judges composed by faculty members, investors and entrepreneurs.

The program includes at least 2 (two) off-campus visits. Possible visits include Venture Capital funds, accelerators/incubators, Venture hubs, fast VC-backed growing start-ups.

Teaching Material

The instructor(s) will provide teaching notes, class slides and references.

Location

Stevens School of Business, Babbio Center. Students will enjoy unrestricted access to all University facilities and to assigned classrooms and/or labs during class hours and at any other time labs are not in use for practice and study purposes.

Tentative Schedule

| Date | Activity | Instructor(s) | Topic |
|---------------------------------|----------------------|---------------|---|
| Wednesday h. 9am – 10pm | Arrival in NYC | | <ul style="list-style-type: none"> Accommodation at Stevens Campus visit |
| Thursday h. 9.30am - 12.30pm | Lecture 1 | TBD | <u>The Start-up financing industry</u> <ul style="list-style-type: none"> Raising funds for early stage companies: the ecosystem: market participants, trends, domestic and international market data, government sponsored programs. Investors and LPs |
| Thursday h. 2.00pm - 4.30pm | | | Group work on pitch deck |
| Friday h. 9.30am - 12.30pm | Lecture 2 | TBD | <u>Sourcing the deal</u> <ul style="list-style-type: none"> Attracting investors (a.k.a: what VCs look for) Market, business economics, unit economics and the due diligence. The pitch deck |
| Friday h. 2pm – 4.30m | Company Visit 1 | | TBD |
| Saturday & Sunday | Free-days/group work | | |
| Monday h. 9.00am - 12.30pm | Lecture 3 | TBD | <u>Pricing the deal</u> <ul style="list-style-type: none"> Valuation scorecard Traditional methodologies The Venture Capital Valuation Method |
| Monday h. 2pm – 4.30pm | | | Group work on pitch deck |

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|---------------------------------|---|-----|---|
| Tuesday h. 9am – 12.30pm | Lecture 4 | TBD | <u>Structuring the deal</u> <ul style="list-style-type: none"> • Main contractual agreements (SAFE, Convertible Debt, Preferred Equity) • Governance structure of VC-backed companies |
| Tuesday h. 2.00pm - 5.30pm | Company Visit 2 | | TBD |
| Wednesday h. 9.30 – 12.30 pm | Lecture 5 | | <ul style="list-style-type: none"> • Pitch deck competition |
| Wednesday h. 2.00pm - 5.30pm | Company visit 3 (tentative) or farewell cocktail. | | |
| Thursday 11am | | | Free-day. Check out and departure from NY |