Guided by esteemed Berkeley Haas faculty member, Toby Stuart, this interactive 2-day program focuses on the foundational dimensions of venture capital investing. Through a mix of case discussions, in-session conversations and lectures, participants will learn the dynamics of venture capital firms and investors. The program will provide a comprehensive overview of the industry and will bridge what is happening today in the hub of venture capitalism, the Silicon Valley, to the Japanese marketplace.

### KEY TAKEAWAYS

**Understand the Venture Capital Investing Cycle**
Learn how early-stage companies are valued, how the equity dilution process unfolds across financing rounds, and how this leads one to assess the dynamics of ownership stakes.

**Explore the Inside Dynamics of Venture Capital and Corporate Venture Funds**
Learn how VCs and CVCs are motivated, how venture capital reward systems work, and understand current industry perspectives on fast-changing, emerging opportunities.

**Understand What Constitutes a VC Quality Deal**
Learn how to define a winning business model at a portfolio company and to understand the most important transaction features in a venture capital term sheet.

**Gain Valuable Practical Skills and Techniques**
Learn what venture capital firms really do and the different investment strategies of venture capital investors. Learn the truths and myths of venture capital investing as they relate to Japanese business.

TOBY STUART, Toby E. Stuart is the Helzel Chair in Entrepreneurship, Strategy and Innovation; Faculty Director of the Berkeley Haas Entrepreneurship Program and the Institute for Business Innovation; Dean, External Affairs.

Previously, he has been: The Charles Edward Wilson Professor at Harvard Business School; Samberg Professor and Faculty Director of the Entrepreneurship Center at Columbia Business School; and the Steingraber-A.T. Kearney Professor of Leadership & Strategy at University of Chicago's Booth School of Business. He received his Ph.D. from the Graduate School of Business, Stanford University. He holds an A.B., summa cum laude, in economics from Carleton College.

Stuart’s research focuses on social networks, venture capital networks, and the role of creation of new firms. Currently, Stuart is a member of the board of directors at HNTB Holdings. He is co-founder of Auptix, a VC-backed startup in freight logistics.

Please contact Mike Rielly, Chief Executive Officer, or Hiro Kuwajima, Executive Research Fellow, at executive@berkeley.edu.
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