



VENTURE CAPITAL EXECUTIVE PROGRAM

Unlock the Secrets of Venture Capitalists

DATE

August 29-30, 2020

COST

\$5,000

ENROLL

Visit: go.executive.berkeley.edu/vcepjapan

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.

LOCATION

Tokyo



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 cofounder of AuptiX, a VC-backed startup in freight logistics.



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.



A program designed for the Japanese market



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

We serve leaders and organizations who aspire to redefine the future of business. Our profound and unique learning experiences, led by renowned UC Berkeley faculty, equip global executives and their organizations with the vision, culture, and capabilities to thrive in an ever-changing world.

UC Berkeley Executive Education leverages the best resources of the world's #1 public university and the surrounding business ecosystem, and embraces the Berkeley Haas mission to develop leaders who **Question the Status Quo**, exhibit **Confidence Without Attitude**, are **Students Always**, and think **Beyond Themselves**.

OUR FOUR ACADEMIC PILLARS

Our four academic pillars are comprised of key components of the executive skillset needed to thrive in today's ever-changing business environment.

OUR PROGRAMS

UC Berkeley Executive Education offers a portfolio of programs developed by academia's and industry's most forward-thinking minds. Our programs are designed in collaboration with leading faculty from UC Berkeley's Haas School of Business as well as from across the Berkeley campus.

LEADERSHIP & COMMUNICATION

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ENTREPRENEURSHIP & INNOVATION

Today's business landscape is complex and ever-changing. It's important to stay ahead of the curve and the competition. Learn how to incorporate an entrepreneurial approach and the latest innovation tools in your business.

FINANCE & BUSINESS ACUMEN

A well-rounded executive sees things that others don't. Learn how to add value through financial engineering and best utilize financial information for operational and strategic decision-making.

STRATEGY & MANAGEMENT

From managing talent to leveraging culture and everything in between, our Strategy & Management programs deliver both high-level frameworks and practical tools for a truly competitive edge.

CUSTOMIZE ANY OF OUR PROGRAMS

Address the opportunities and challenges facing your team or organization through a custom designed learning program.

UC Berkeley Executive Education helps organizations of all sizes in every industry identify core problems and create new solutions to address current and future business needs. We work closely with you to holistically design a program that gets results and is strengthened through collaboration between the Haas School of Business faculty and real-world practitioners.

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