

Blended*

VENTURE CAPITAL

Toward Venture Success

APPLY NOW 



*Blended delivery combines both live-online sessions and on-campus sessions.

Program Overview

Egypt is one of the fastest growing startup ecosystems in the Middle East and North Africa (MENA) region and venture capital has been one of the key sources of financing for young companies and ambitious entrepreneurs. Today, investors and entrepreneurs need to hone their financial and interpersonal skills for venture capital financing in a rapidly evolving business world.

The Venture Capital program will go in depth into one of the most exciting, and perhaps least transparent areas in finance. The program is designed for both investors and entrepreneurs looking to sharpen their financial and technical skills for venture capital financing.

This program will feature a mix of class-based theory, practical group activities, discussions and case studies for a comprehensive understanding of the venture capital investment cycle. Upon the program's conclusion, participants will gain a deep understating of the industry's best practices in multiple areas such as sourcing, screening, carrying out due diligence and valuing deals. They will also learn how to design and execute contracts that protect both investors and founders.

Key Benefits

**Define**

venture capital and understand how it works.

**Develop**

the fundamental soft skills required to successfully carry out basic functions of a venture capital analyst or associate.

**Demonstrate**

an understanding of fundamental technical skills required to achieve basic functions of a venture capital analyst or associate.

**Create**

a full set of deal documentation.

Program Outline

Module 1

- **Introduction to Venture Capital**
How do venture capital funds work?

Module 2

- **Deal Sourcing, Personal Branding, and Writing Well**
How do you find deals?
- **Influencing and Making Deals**
How do you close and execute deals?

Module 3

- **Structuring and Deal Terms**
How to structure a deal And what are the terms of a deal?
- **The Deal-Making Process**
What is the process of executing a deal?
- **Assessing Companies 101**
What to look for in a company? And how to value an investment opportunity?
- **Environmental, Social and Governance Considerations (ESG)**
What does ESG mean And why does it matter?

Module 4

- **Documents Preparation**
How do we build the documentation for a deal?
- **Group Presentations**

Program Highlights



[CLICK HERE](#) for a detailed schedule.

Admission Criteria

- Bachelor's degree.
- Proficiency in written and spoken English.
- A minimum of two years of work experience.
- Prior knowledge of finance and accounting.

Program Fees

The program fees are

for Egyptians	EGP 14,000
for Non-Egyptians	USD 700

[CLICK HERE](#) for payment options

Who Should Attend?

- **Start-up entrepreneurs** looking to understand the economics and practices of venture capital
- **Family business owners** looking to invest in venture capital
- **Management consultants** looking to establish relevant cross-functional skills
- **Financial services or consulting professionals** looking to transition into a career in venture capital
- **Senior leadership** within local/multinational or government-owned companies interested in corporate venture capital

Certificate

Participants who successfully fulfil the program graduation requirements will be granted a 'Certificate of Completion' from the AUC School of Business.

Attendance Requirements: A minimum attendance of 75% is required in each course to qualify for graduation.



Scholarship Opportunities

Supporting our participants in their pursuit of lifelong learning is of paramount importance to us. For this reason, we offer a variety of scholarships to help support your professional development. Explore our scholarship options to find one that suits your circumstances.

◆ Alumni Advantage Program

Rekindle your passion for learning with our exclusive Alumni Advantage Program. As a valued AUC or AUC School of Business Executive Education alumnus, we invite you to benefit from a 10% discount on our diverse Executive Education programs, whether in-person, blended, or online. This distinctive offer adheres to our standard admission requirements and underscores our commitment to supporting your ongoing professional development.

These exclusive benefits, adhering to our standard admission requirements, underscore our commitment to supporting the lifelong learning journey and professional development of our alumni.

◆ Exclusive AUC Alumni Benefits

Rekindle your passion for learning with our exclusive benefits:

- AUC Alumni Advantage Program: As a valued AUC alumnus, we invite you to take the first course in our diploma programs complementary - free of charge or enjoy a 10% discount on our diverse Executive Education shorter programs, available in-person, blended, or online.
- School of Business Executive Education Alumni Discount: AUC School of Business Executive Education alumni receive a 10% discount on any of our Executive Education programs.

Flexible Payment with Valu

To further support your professional journey, we offer flexible payment options through valu.

You can spread your Executive Education costs **over 6-60 months at a 1% monthly interest rate.**

Quick approval and no down payment are required.

For more details, please contact us at **16671**.

This service is exclusive to Egyptian nationals.

valu*



Our Commitment

No matter where you are in your professional journey, at the AUC School of Business Executive Education, we design programs that support you every step of the way. There's always something to learn at every stage of your career lifecycle. From the moment you start your journey, and throughout your career trajectory, we design our programs to enrich your knowledge and extend the horizons of your vision. At the AUC School of Business Executive Education, our mission is to help you reach your growth goals of self-fulfillment and actualization.

Our programs provide a world-class experiential learning track in a collaborative environment of like-minded individuals. You will learn from acclaimed faculty members who deliver uniquely designed programs that offer practical solutions to business challenges. Ultimately, you will emerge with a new perspective that disrupts the status quo and generates creative solutions.

AUC School of Business

Acting as a knowledge bridge between Egypt and the rest of the world, the AUC School of Business boasts an unrivaled reputation as the top private business school in Egypt and one of the best in Africa and the Arab world. Belonging to the 1% of business schools worldwide endowed with a “triple-crown” accreditation (AACSB, AMBA, and EQUIS), the School is dedicated to shaping the business leaders, entrepreneurs, and change agents of tomorrow by harnessing leadership, integrity, ambition, and excellence.

AUC School of Business Executive Education

The AUC School of Business Executive Education was established in 1977 as a center of excellence to provide Egypt and the wider region with specialized executive education programs by offering open enrollment programs and business solutions to individuals and corporates.

Constant evolution and reinvention is the hallmark of our mission as we drive ourselves forward to increase our impact, maintain our relevance, and reflect the ever-changing business environment.

The School of Business has been ranked by the Financial Times (FT) as one of the best business schools worldwide that offer open enrollment executive education programs since 2013, ranking at 62 in 2023.

The AUC School of Business Executive Education is equipped with a full-fledged business solutions unit, with off-the-shelf and customized training programs, as well as coaching and assessment services.

The team works to facilitate, enable, and partner with businesses striving to achieve organizational excellence.

About Egyptian Private Equity Association

EPEA

Egyptian Private Equity And Venture Capital Association
الجمعية المصرية للاستثمار الخاص ورأس المال المخاطر

The Egyptian Private Equity Association (EPEA) is a not-for-profit association committed to supporting and developing the Private Equity and Venture Capital industry in Egypt and the region. The Association aims to foster private investment in Egypt, as well as boost communication and knowledge sharing among the region's private equity and venture capital networks.

On the local level, EPEA aims to serve the current needs of the local industry in the areas of capacity building, networking and policy advocacy. On the regional and international levels, EPEA actively contributes to the growth and development of the industry by assessing potential opportunities and partnering with similar associations.

EPEA was founded in 2011 by leading industry experts as well as major corporate players in the private equity industry on the local and regional levels.



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