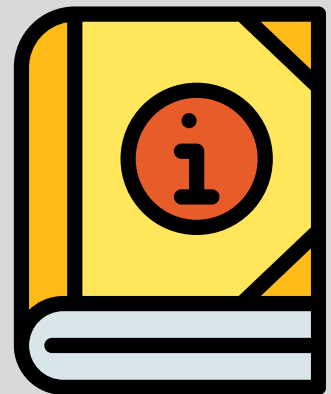


THE VC ACADEMY

by **ASISA.VC**

Program Guide & Syllabus



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Program Description

Access: The entire program is delivered online through the Wix learning management system. Once you sign up, access is granted to your personal login on the Asisa website.



“An expert-led online exploration of the venture capital and startup ecosystem through a blend of pre-recorded video lectures, deal room simulator interactive exercises and a case study submission”

Program Emphasis:

- Overview of the VC & Startup ecosystem
- How a VC Fund works
- Structuring options for startups
- Terminology, financial metrics and concepts unique to the startup ecosystem
- Evaluating startup ideas covering all aspects
- Understanding term-sheets and different clauses
- Valuation of early stage startups

Who is this Program For:

- A professional seeking a VC or VC adjacent career (i.e. I-banking, funding roles in startups, accelerators, incubators in addition to VC roles),
- Students to Gain an Edge in Job Applications and Internships,
- Returning Indians with Global Degrees Looking to Enter the Startup and Venture Ecosystem.

The course is tailored to the dynamics of early-stage investments; therefore it prioritizes core concepts over advanced financial modeling.

Learning Outcomes



- 1. Confidently Seek VC Jobs and Internships.**
- 2. Assess Startups and Ideas from Investment Perspective: Critically evaluate startups from an investor's perspective, analyzing their growth potential and risks.**
- 3. Analyze Startup News: Master key concepts and terminologies of the venture capital ecosystem to effortlessly interpret startup-related news and market developments.**
- 4. Analyze Investment Deal Terms : Break down and evaluate key deal terms, gaining the ability to deconstruct and interpret term sheets effectively.**

Program Format



Program is designed for maximum flexibility, combining pre-recorded lectures, deal room simulator exercises, and a case study submission – all delivered online through the website's Wix learning management system.

19 video sessions covering the practical aspects of venture capital world. It follows an asynchronous format, meaning you can engage with the content anytime, anywhere. You're in control of your learning schedule.

Deal Room Simulator Exercises: Deal room simulator exercises (7 of them interspersed in the program) are the closest you'll get to real VC decision-making without sitting in an actual Investment Committee – designed to test your understanding, sharpen your instincts, and prepare you for investment calls.

These include both numeric as well as concept based. You must give your response or calculation, after which the system evaluates it and provides a rationale. At the end of each exercise, the system grades it.

Case Study: Participants are expected to complete the case study with both numeric as well as subjective analysis and upload it on the system.

To get the most out of the course, we recommend completing the course in a 5 week window.

Establishing a consistent study schedule will help you stay on track and make the most of the learning experience.



Communication with Instructor



- Participants can easily reach out to the instructor for any clarifications via:

 Email: support@asisa.vc

 WhatsApp: +91 9810923610

- All queries will be responded to within 24 hours.

Certificate Eligibility



- The program is structured to be completed in approximately five weeks, but you'll have access to the platform for a full six months to complete all requirements at your own pace.
- To be eligible for the certificate, you must complete all modules in sequence (each module unlocks the next upon completion).

Syllabus



1	Structure & Economics of VC Funds	I. The Fund II. LP-GP Structure Considerations III. Fund Economics a. Management Fee b. Carried Interest IV. Team Structure V. The “Power Law” in Investing
2	Building Blocks of a Startup	I. Legal Structure Options II. Sources of Funding III. Investors Across Different Stages Of A Startup IV. Founder Shareholding & Equity V. ESOP Plan VI. Co-founders Agreement VII. Corporate Governance VIII. Key Registrations
3	3 Circles of Due-Diligence	I. Legal due diligence II. Financial due diligence III. Commercial Due diligence IV. Data Rooms
4	8 Essential Startup Frameworks	I. The Profit Framework II. Profit Pools III. TAM, SAM and SOM IV. Idea Differentiation Framework V. Revenue Models VI. Startup Roadmap – GTM and PMF VII. Financial Metrics- Unit Economics, LTV- CAC, and the 3 CMs VIII. Capital Efficiency
5	Demystifying Termsheets	I. Core Structure, and how to de-construct II. Key Clauses III. Trade-offs
6	Investment Evaluation Methodology	I. Idea Evaluation Through 5 Filters a. Idea Evaluation b. Company Evaluation c. Deal evaluation (including valuation, termsheets and exits) II. What if a Deal Cannot be Evaluated
7	Supplementary topics	I. Guide – Career with VC Firms II. Investment Philosophy For Angel Investors III. Pitch Deck Guide

Program Fees

**The fees for the entire program is Rs.11,999
(inclusive of GST) paid in advance.**