CHAPTE R ELEVEN
Legalities
Speaker/s:
Vatsal Gaur

11.1 Changing Trends
11.2 Common Mistakes
11.3 Critical Aspects from a legal standpoint
11.4 Legal Due Diligence
11.5 PDP Bill
11.6 Provisions for Negotiations
11.7 Reasons for IP protection negligence
11.8 Safeguarding IP
11.9 Short & long term goals
11.10 Transactional documents and term sheets
11.11 Valuation and Equity dilutions

CHAPTE R NINE
How do VC’s approach the entire investment process?
Speaker/s:
Kashyap Chanchani
Mohandas Pai
Philip Varughese
Ravi Garikipa
Siddarth Pai
Stellaris Venture Partners
TN Hari

9.1 Mistakes Founders make during a Fundraise
9.2 Role of Investment Banking
9.3 Funding & Processes
9.4 Taking the call
9.5 What gets investors excited
9.6 Expectations of a VC
9.7 Investors’ POVs
9.8 Accepting previously rejected companies
9.9 Common Mistakes while pitching
9.10 First Meeting
9.11 Shortlisting companies
9.12 Importance of Control
9.13 Investor’s Expectations

CHAPTE R EIGHT
What does it take to get into a start-up accelerator?
Speaker/s:
Ashish Gupta

8.1 How does YC help
8.2 The YC Questions
8.3 The YC Interview process
8.4 The experience of YC

CHAPTE R TEN
What you need to do post receiving investment?
Speaker/s:
Mohandas Pai

10.1 Building the trust
10.2 Traits of a good entrepreneur
10.3 Treating investors the right way
10.4 Investor Reporting Template

CHAPTE R SEVEN
What does an angel investor look for in a pitch?
Speaker/s:
Aprameya Radhakrishna

7.1 Angel Investment strategy
7.2 Personal Examples of Investing
7.3 Tips for Entrepreneurs
7.4 Example of a SHA/ SSA

CHAPTE R SIX
Transaction Documents
Speaker/s:
Siddarth Pai

6.1 Investment Flow
6.2 Important Points to remember
6.3 Negotiations
6.4 Example of a SHA/ SSA

CHAPTE R FIVE
Term Sheet
Speaker/s:
Siddarth Pai

5.1 Key Terms in a Term Sheet
5.2 Things founders should know about Term Sheets
5.3 What is a term sheet?
5.4 Example of a Term Sheet

CHAPTE R FOUR
Valuation: The art and science of it
Speaker/s:
Kashyap
Siddarth Pai

4.1 Valuation for Early stage startups
4.2 Valuation for Early stage entrepreneurs
4.3 Valuations
4.4 What founders should know about valuations
4.5 Overvaluation & Undervaluation
4.6 Key Determinants of Valuation

CHAPTE R THREE
How to pitch and woo investors?
Speaker/s:
Siddarth Pai
TN Hari
Mohandas Pai
Stellaris Venture Partners

3.1 Examples of an exciting pitch deck
3.2 Importance of Good Presentations
3.3 Tips & Tricks for Entrepreneurs
3.4 Elements of a Good Pitch
3.5 Reaching out to investors
3.6 Having Conviction
3.7 Preparation before Pitching
3.8 Pitches
3.9 Approaching VCs

CHAPTE R TWO
Bootstrapping: A forgotten way of doing business
Speaker/s:
TN Hari
Mohandas Pai

2.1 Importance of Bootstrapping
2.2 Bootstrapping

CHAPTE R ONE
Fundraise: Are you ready or not?
Speaker/s:
Philip Varughese
Ravi Garikipa
Siddarth Pai
Stellaris Venture Partners
TN Hari
Kashyap Chanchani

1.1 Need for Funding
1.2 Gaining Investors
1.3 Awareness about Governance
1.4 Tips for Founders
1.5 Tips for Entrepreneurs
1.6 Creating a Investor
1.7 Tips for Fundraising
1.8 Essential Variables
1.9 How to pitch
1.10 Should you invest your own money in a business?
1.11 Should you invest your own money in a business?
1.12 Should you invest your own money in a business?
1.13 Should you invest your own money in a business?
1.14 Should you invest your own money in a business?
1.15 Should you invest your own money in a business?
1.16 Founders’ Dilemma
1.17 Should you work with an Investment Banker?
1.18 Common mistakes during a fund raise
1.19 Deciding to fund raise or not
1.20 Finding Mentors
1.21 Key milestones in a Fund Raise
1.22 Timeframe of a Fundraise

THE FUNDING COURSE: CURRICULUM

CHAPTE R TEEN
Bonus Content

13.1 Cap Table Template
13.2 Initial Contact to Investors
13.3 Understanding Agreed-Unders
13.4 Defining business and prioritizing investors
13.5 Contact Database of 200+ Investors
13.6 Contact Database of 200+ Investors

CHAPTE R TWELVE
Harvard Business Review Content

12.1 Wrung a great biz plan
12.2 Create a story to sell your biz case
12.3 Creating powerful slides
12.4 Delivering an Engaging presentation
12.5 Note on pre-money & Post-money
12.6 Venture Capital Term sheets
12.7 Term sheet Negotiations

CHAPTE R FOURTEEN
Active Investors' List 2020

14.1 Contact Details of 200+ Investors
*Available only for First 100 Users