
GOINGVC'S EDUCATIONAL CURRICULUM



THANKS FOR YOUR INTEREST IN GOINGVC!

GoingVC is a professional development program that aims to help professionals take the next step in their VC career. The program operates around five core pillars:

**Community | Network | Experience
Opportunity | Education**

This document focuses on the core pillar of "Education" and provides an overview of GoingVC's 16-week educational curriculum.

SUCCESS THROUGH EDUCATION

Regardless of your background, our 16-week curriculum is designed to give you a much deeper understanding of the VC industry, as well as the practical skillset you need to be confident working in the field

.....

HOW IT WORKS

There are four weekly module components in goingvc's educational curriculum:

READING CONTENT & RECORDINGS

- GoingVC original guides, articles, & recordings
- Articles, blog posts, & other publications sourced from the best material on given subject

LIVE LECTURES

- Live lecture or panel discussion on the topic, given by VC industry veterans

ASSINGMENT / CASE

- A written assignment, quiz, or excel case study will be delivered after each module, giving each cohort member a practical, applied learning experience

OFFICE HOURS

- Office hours hosted weekly by GoingVC's education team, to review the topic and assignment for the week

*The curriculum material is administered via Teachable sign-on for each Cohort Member

AN INTRODUCTION TO GOINGVC

WEEK 1

- An intro to all things GoingVC - learn how to get the most out of your experience!

VENTURE CAPITAL BASICS

WEEK 2

Understand why VC matters & how it works, including:

- *Venture economics & returns*
- *Financing rounds*
- *Roles within a firm*
- *Institutional VC vs. Corporate vs. PE*
- *How accelerators play a role*
- *Setting the stage for sourcing & conducting due diligence*

CREATING YOUR INVESTMENT THESIS

WEEK 3

- *Understand best practices of how to create an investment thesis for a given industry & how they can be utilized in securing a VC role / throughout your VC career*

THE VC INTERVIEWING & HIRING PROCESS

WEEK 4

- *Know what to expect in the VC recruiting process and how most firms conduct interviews*
- *Understand the best ways to outreach to firms and how to position yourself as the best candidate, utilizing GVC's Career Services offerings*
- *Utilize a comprehensive guide of interview questions and how to prepare for them*
- *Learn tips & tricks from recent hires at well known firms*

DUE DILIGENCE OVERVIEW

WEEK 5

- *Understand the due diligence screening process, the market test, what a scorecard is, how to evaluate the team & product, know what product KPIs are, & recognize what a competitive moat is*
- *Proper calculation of TAM & required exit size*
- *How to write a useful, one-page deal summary*

JOINING THE INVESTOR PROGRAM

WEEK 6

- *Understanding GoingVC Partners, how to join as a Venture Partner, & how it can help advance your VC career as you are put squarely in the role of a VC*

SOURCING

WEEK 7

- Deal sourcing best practices
- Where to meet founders and how to conduct outreach with templates & meeting preparation advice
- Tips on how to build a relationship after the first meeting
- Creating your own deal flow database

EVALUATING BUSINESS MODELS & KEY METRICS

WEEK 8

- Understand how to evaluate the major business models & key metrics relevant to venture capitalists across industries, with a focus on SaaS Metrics

PERSONAL BRANDING

WEEK 9

- Learn a framework + best practices for growing your personal brand and building an audience, how to do so, and why it's important

FINANCIAL MODELING & TECHNICAL DUE DILIGENCE

WEEK 10

- Understand runway, burn rate, and startup accounting 101
- Understand why entrepreneurs should create a financial model from scratch (how to do it yourself, too), and why that's important for investors
- Know what to analyze while assessing financial and technical due diligence, using a real world-scenario to do so

THE IMPORTANCE OF D&I AND FOUNDER EMPATHY IN VC

WEEK 11

- Understand the importance of diversity, equity, & inclusion in VC and the best practices promoting D&I in the industry
- Understand the importance of having empathy for founders and how to best build relationships with founders, whether they are part of a VC's portfolio or not.

CAPITALIZATION TABLES & VALUATION METHODS

WEEK 12

- What are cap tables, why they are important, & how to construct a fully diluted one from scratch
- Understanding of pre and post valuations and firm ownership
- How to value a company using 8 different valuation methodologies

TERM SHEETS

WEEK 13

- *Understand what a term sheet is, how they are used, and the major terminology to know*
- *Know the different kinds of terms sheets used for various financings & how to understand their nuances*

COMPANY BUILDING & PORTFOLIO COMPANY MANAGEMENT

WEEK 14

- *Understand how VCs help portfolio companies build through various value-added services & high level strategy at each stage of a startup*
- *Understand what the role of a board member is & how to be an effective member of a board*

THE ANATOMY OF AN EXIT

WEEK 15

- *Understand the general VC landscape of M&A's and IPOs*
- *Understand the process a company goes through during an exit and how a VC plays a role in it*
- *Study previous exit examples and learn how to model an exit scenario*

RAISING A FUND

WEEK 16

- *Understand what it takes to raise a fund and the overall process of it, including building relationships with LPs, establishing a fund's thesis & competitive advantages, creating a model to evaluate potential fund returns, examples of fundraising decks, and more.*