



goingvc

Educational Curriculum Overview

THANK YOU FOR YOUR INTEREST IN GOINGVC!

GoingVC's flagship program is centered around a core of Education, Experience, Opportunity, Community, and Network that we know helps create the structured path needed to break into / advance your career in VC or raise your own fund.

This document focuses on the core pillar of "Education" and provides an overview of GoingVC's 16-week educational curriculum. ***Please note that there are two tracks within the flagship program including the Core Track and the Raising A Fund Track.***

HOW IT WORKS: 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.

There are 3 weekly module components in GoingVC's educational curriculum:

READING CONTENT & RECORDINGS:

- GoingVC Original Guides, Articles, and Recordings
- Articles, Blog Posts, and other publications sourced from the best material on a given subject

LIVE LECTURES:

- Live lectures or panel discussions on the topic, given by VC industry veterans

ASSIGNMENT/CASE:

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

WEEKLY MODULE OVERVIEW

**All text in green denotes module modification specifically for the “Raising a Fund” track within the flagship program*

WEEK 1: AN INTRODUCTION TO GOINGVC

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

WEEK 2: VENTURE CAPITAL BASICS

Understand why VC matters & how it works, including:

- Venture economics & returns
- Different 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

*VENTURE CAPITAL BASICS + FUND STRUCTURE

- All of the above, in addition to VC portfolio construction & the distribution waterfall

WEEK 3: CREATING AN INDUSTRY INVESTMENT THESIS

- 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

*CREATING A VC FUND THESIS

- Understand best practices about creating a VC fund thesis (pertaining to the industry of your interest) and how to create the VC fund deck with templates

WEEK 4: THE VC HIRING & INTERVIEW PROCESS

- 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

WEEK 5: AN OVERVIEW OF DUE DILIGENCE

- 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

*LP DUE DILIGENCE & BUILDING A GP TEAM

- Understand the LP Due Diligence process in depth and what limited partners are looking for while evaluating an emerging manager along with building a General Partner Team
- Model resources for LP reporting, VC Fund Term sheet, the Limited Partner Agreement

WEEK 6: JOINING THE INVESTOR PROGRAM

- Understand 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

WEEK 7: SOURCING

- 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 comprehensive deal flow database

WEEK 8: EVALUATING BUSINESS MODELS & KEY METRICS

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

WEEK 9: PERSONAL BRANDING

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

WEEK 10: FINANCIAL MODELING & TECHNICAL DUE DILIGENCE

- 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

WEEK 11: THE IMPORTANCE OF DEI & FOUNDER EMPATHY IN VC

- Understand the importance of diversity, equity, & inclusion in VC and the best practices promoting DEI 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.

WEEK 12: CAPITALIZATION TABLES & VALUATION METHODS

- 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

WEEK 13: TERM SHEETS

- 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 nuance

WEEK 14: COMPANY BUILDING & PORTFOLIO COMPANY MANAGEMENT

- 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

WEEK 15: THE ANATOMY OF AN EXIT

- Understand the general VC landscape of M&As 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

WEEK 16: RAISING A FUND

- 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.

Let's go further together.

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