

# MODULES

DAY 1

Thursday, 18 August, 2022  
Introduction of Venture Capital

## SESSION 1: BASICS OF VENTURE CAPITAL

09:00 – 09:15 – Inaugural Address

**Speaker - Dr. Prateek Sharma**, Vice Chancellor, TERI School of Advanced Studies, New Delhi

09:15 – 10:30 – What is Venture Capital?

Understand the VC Deal Flow Process, Recognize the Risks and Rewards for Venture Investors, Identify Startup Ecosystem Stakeholders and Learn How to Source Quality Deal Flow.

**Speaker - Viney Sawhney**, Professor, Harvard University, Cambridge, Massachusetts

10:30 – 10:45 – Tea/Coffee Break

10:45 – 11:45 – What Makes a Good VC Investment?

Assess a Founding Team, Pressure-Test Founder Assumptions, Quantify the Size of a Market and Identify Which Metrics Matter Most When Evaluating Startups.

**Speaker - Nipun Sahni**, Partner, Apollo Global Management, Gurgaon

11:45 – 12:45 – Sourcing of Venture Capital Deals

A venture capital fund reviews thousands of investment opportunities originating from many sources. Sorting through these opportunities and making wise choices about which firm to invest in, is critical to the fund's success. Before making an investment, the venture capital fund must feel confident that management understands the critical risks, that they find acceptable, and that those risks can be mitigated.

**Speaker - Hemendra Mathur**, Partner, Bharat Innovation Fund, Delhi

12:45 – 01:45 – Lunch

## SESSION 2: CHALLENGES OF LAUNCHING A VC FUND, DEAL EVALUATION AND CASE STUDY

01:45 – 02:45 – Venture Capital Fund – Overview

Examining how venture capital funds are raised and structured. These funds often have unique financial features and the legal issues involved are complex. The structure of the funds has a profound effect on the behaviour of venture and buyout investors.

**Speaker - Arvind Mathur**, Chairman, Private Equity Pro Partners, Gurgaon

02:45 – 03:00 - Tea/Coffee Break

03:00 – 04:00 – Key Elements of a VC Investment and Impact of ESG

Identify Key Elements and Measures That Make a Good VC Investment, Examine the Impact of Environment, Social, and Governance (ESG) in VC, Analyze the Elements and Measures of VC Returns and Review VC Research and Evaluate Findings.

**Speaker - Timothy Hendrix**, Sr. Director of Strategic Operations, Truepill, San Francisco

04:00 – 05:00 – How Do You Put the Deal Together?

Identify and Define the Main Components of a VC Deal, Review the Components of VC Deal Sourcing, Time Management, and Relationships, Examine the VC Sales Process, List the Differences between Public and Private VC Companies, and Study the VC Valuation Process.

**Speaker - Somak Chattopadhyay**, Managing Partner, Armory Square Ventures, New York

05:00 – 06:00 – Case Study: Openspace Ventures

The case describes a successful Singapore-based venture capital (VC) firm, Openspace Ventures, and its decision to incorporate elements of sustainable investing throughout its business.

**Moderator - Viney Sawhney**, Professor, Harvard University, Cambridge, Massachusetts

**Co-Moderator - Dr. Shikha M Shrivastav**, Assistant Professor, TERI School of Advanced Studies, New Delhi

**DAY 2**

**Friday, 19 August, 2022**  
**Due Diligence, Value Creation and Understanding the Board Composition**

**SESSION - 1: DUE-DILIGENCE, VALUE CREATION AND PORTFOLIO MANAGEMENT**

**[09:00 – 09:45] – Due-Diligence and Associated Challenges**

This session covers the intellectual framework necessary to perform due diligence in venture capital settings. Identifying challenges resulting from due diligence in the start-up environment and defining the framework.

**Speaker - Inderveer Singh, Founder and CEO, EVAGE mobility Start-up, Chandigarh**

**09:45 – 11:00 – Value Creation and Why it is Necessary**

Value creation is the most common path to competitive advantage. But a value creation advantage comes in many different forms: different value propositions, scale, network externalities, a better business model and brand name.

**Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts**

**11:00 – 11:15 – Tea/Coffee Break**

**11:15 – 01:00 – How Do You Manage a Portfolio?**

Recognize the Role of Investors Post-Investment, Understand Portfolio Construction and Diversification, and Calculate the Return of a VC Portfolio.

**Speaker - Shailesh Vickram Singh, Founder, Massive Mobility, Climate Change Entrepreneur, Noida, Uttar Pradesh**

**01:00 – 02:00 – Lunch**

**SESSION - 2 : LESSONS LEARNED, BOARD COMPOSITION AND CASE STUDY**

**02:00 – 03:30 – Lessons learned from Successful and Failed Startups**

Hear from Investors about Lessons Learned, Identifying Non-Negotiables and Red Flags

When Evaluating Startups, Develop a Personal Networking Plan, and Launch Your VC Career.

**Speaker – Dr. Dileep Rao, Venture Capitalist and Professor, Florida International University, Miami**

**03:30 to 03:45 – Tea/Coffee Break**

**03:45 to 05:00 – Startup Board Culture and Orientation**

The board of directors should be a representation of both management and shareholder interests, and consist of both internal and external members. An effective communication with the board is necessary and is built upon best practices.

**Speaker - Bharat Kaushal, Managing Director, Hitachi India, Delhi**

**05:00 – 06:00 – Case Study: Alibaba Social Sustainability for E-Commerce**

The case covers an evolution that is described from a social sustainability perspective, highlighting Alibaba's initial efforts to help small businesses in China access the world markets and later, its focus on facilitating e-commerce led entrepreneurship in rural parts of China.

**Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts**

**Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi**

**DAY 3**

**Saturday, 20 August, 2022**  
**Venture Capital Exit Strategies, ESG Investing  
and Sustainability**

**SESSION 1: LIQUIDITY EVENT FOR VC FUNDS, ESG VISION AND  
ASSOCIATED CHALLENGES**

**09:00 – 10:00 – Exit Strategies for Venture Deals**

Rigorous Investment Thesis: Public and Private Investment, Exit Strategies: IPO Sale to Strategic Buyer, Sale PE Buyer, Pricing Exiting—Elements of Return and Due Diligence Inquiry: Financial, Legal, and Operational.

**Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts**

**10:00 – 11:00 – ESG Vision for India**

ESG mission, roadmap, ESG strategy for the Boards, ESG vision and policy evolution, challenges and limitations, evolving business models, Embedding ESG and Sustainability in investments, challenges, opportunities, Solutions and key activities.

**Keynote Speaker - Manoj Kohli, India Country Head Soft Bank, New Delhi**

**11:00 – 11:15 - Tea/Coffee Break**

**11:15 – 12:15 – CSR, Sustainability and ESG Integration**

Corporate Social Responsibility (CSR) and Environment, Social, and Governance (ESG) and Sustainability policies guide business practices and inform about the values, goals, and risks of a company. Difference between the overlapping concepts of CSR and ESG and Sustainability and how each can be incorporated, measured, and refined.

**Speaker - Dr. Mukesh Sharma, Professor, Indian Institute of Technology, Kanpur**

**12:15 – 01:00 – The war in Ukraine is an Incredible Challenge for the world of ESG**

This conflict is forcing the questions: What is ESG Investing? Does it really work? And can we afford it?

**Speaker - Deepak Bagla, Managing Director and CEO, INVEST INDIA, New Delhi**

**01:00 – 02:00 – Lunch**

**SESSION 2: NEGOTIATION SESSION AND CONCLUDING REMARKS ON  
ESG'S FUTURE**

**02:00 – 04:00 – Case Study: We Work - Quandary in Corporate Governance Case (Role Play/Negotiation Session)**

The case covers the varied mechanisms that address two essential types of conflicts of interest that occur in corporations, both of which arise from the common feature of dispersed ownership: 1) conflicts between managers and owners, and 2) conflicts between controlling and non-controlling owners.

**Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts**

**Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi**

**04:00 – 05:00 – ESG's Moment of Reckoning**

With allegations of green washing at the highest levels does it make sense for asset managers to package environmental, social and governance factors into investment funds.

**Provisional Speaker - Adam Philips, Director, Head of America's ESG Research, Citigroup, New York**

**07:00 – 09:30**

**Networking Event, Cocktails, and GALA dinner at  
TERI campus.**