

Advanced Private Equity for Support Staff

1-Day Executive Education Training Programme



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Programme Overview

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This 1-day course will be highly interactive, exploring a number of aspects within the private equity investment process. As the course is largely exercise/discussion based, high attendee participation is required.

The programme is designed to be highly inclusive, taking into account a wide range of learning styles to meet the needs of adult learners. Throughout the course, participants will have a variety of learning experiences, ranging from; presentations, storytelling, as well as group exercises, role play, and decision-making scenarios to discuss and explore.

Course Director – Kapriel Kasbarian



Kapriel Kasbarian is responsible for all aspects of the day to day running of Ascentium Associates. His exposure to private equity is both from an entrepreneurial perspective - Ascentium Associates is backed by private equity investors - as well as that of a private equity service provider (commercial due diligence, and publishing and training services). He is a learning and development professional who was previously a strategy consultant at Armstrong Transaction Services where he undertook commercial due diligence and strategy consulting projects for private equity and corporate clients.

Prior to that he was at PEI where he established and ran their training business for 5 years. Prior to setting up the training division, he ran PEI's specialist book publishing and online database and directory division. Whilst at PEI, he regularly trained his team members on different aspects of private equity.

He has also gained strategy consulting and commercial due diligence experience at PMSI and Bain & Co, and financial markets experience at RBS. Earlier in his career he worked in retail audit at MEMRB International. Kapriel has an MBA from Cass Business School, London and a BA in Management from the University of Hull.

*This new course has been specifically designed to meet the learning needs of support staff professionals, who have already attended the **Private Equity for Support Staff** course and now wish to build on their knowledge.*

This course is aimed at:

This interactive course is designed to give attendees a deeper dive into private equity. The course has been specifically designed to meet the learning needs of support staff professionals, who have already attended the **Private Equity for Support Staff** course and now wish to build on their knowledge. There is plenty of scope for Q&A.

Prerequisites and pre-course reading: The *Private Equity for Support Staff* training course will be a prerequisite for attending this advanced course, or attendees will already have prior knowledge of all the topics covered on that course. Pre-course reading: Attendees will be emailed a short document containing frequently used terms and summary of content covered during the prerequisite course, to read in advance of attendance.

Key Learning Outcomes:

Attendees of this one-day course will gain an understanding of :

- The degree of competition with private equity
- A fuller appreciation of the different types of due diligence
- An appreciation of a private equity auction
- A deeper understanding for initial investment selection
- The negotiation process between private equity and business owners

In-House Training: Want this or any of our programmes delivered in-house for your team?

For an initial exploratory conversation contact:

Kapriel Kasbarian: +44 207 193 54 23 or
kkasbarian@ascentium-associates.com

Course Outline

Topics

Introduction and Welcome

Attendee icebreaker session

Industry / Market Forces Analysis of mid-market private equity

How intense is competition?

Market Forces Analysis – UK Supermarkets and Private Equity

Using the Porter's Five Forces framework, we'll have a group discussion on the UK supermarket sector. Following this, we'll undertake the market forces analysis for UK mid-market private equity market participants.

Due Diligence

A closer look:

- Financial, Commercial, Operational
- Management, Environmental, Technical
- Legal/ Regulatory, Pensions, Insurance, Tax
- Commercial DD - a deeper dive – war stories

Investment Auction group exercise

The group will be divided into different PE teams and be given a scenario and information in which the trainer role plays a CEO who is retiring and wants to sell their successful business. The business is up for auction and there is a twist at the end!

*To aid with this exercise, attendees will be provided with an excel financial model

Investment Screening

Group team exercise – review of an investment proposal – A deeper dive...

A discussion on the attractiveness of a private equity investment.

A discussion of issues, such as:

- SWOT analysis
- Market size/growth
- Thematic conviction
- Key concerns
- Thoughts on adding value
- Proceed further?

Negotiation Exercise

Getting into the mind set of investors and the management team.

Can you make this work? Negotiation role play

This exercise will delve into some of the complexities of negotiating a minority/growth capital investment with a private family-owned business. This group exercise will involve some of the participants playing the roles of investment executives for a PE fund, whilst others will play the role of the management team.

*To aid with this exercise, attendees will be provided with an excel financial model

Summary and final Q&A

***Note – This programme requires you to bring your own laptop loaded with Excel spreadsheet software**

*For the current scheduled open enrolment dates visit:
<https://ascentium-associates.com/open-course-schedule>*



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