

# **Private Equity for Support Staff**

## **An Introduction to Private Equity and Venture Capital**

**1-Day Executive Education Training Programme**



## 1-Day Executive Education Training Programme

### Programme Overview

#### Private Equity for Support Staff

This is a non-technical 1-day course where the key concepts of this fascinating asset class are broken down, simplified and explained in a clear way using everyday language.

This interactive course designed to give attendees an introduction to private equity and venture capital. It is aimed at all support staff who work at a private equity or venture capital firm or service provider, and need an understanding and overview of what the industry is about. There is plenty of scope for Q&A.

At the end of the training day, attendees will have a much better understanding of the private equity landscape and where their firm fits in the picture.

### 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.



## 1-Day Executive Education Training Programme

### This course is aimed at:

This course is aimed at all support staff (finance, marketing, IT, etc) who work at a private equity or venture capital firm or service provider, and need an understanding and overview of what the industry is about.

### Key Learning Outcomes:

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

- The big picture of the private equity landscape
- Key players and their roles
- Key terms and concepts
- An appreciation of the full fund cycle
- Understanding how returns are generated
- Understanding exit strategies

### In-House Training Solutions

Need a bespoke training solution for your team?

If you have a large team that needs training, an in-house training solution may be right for you. We can run this training programme or a more bespoke course designed especially for the needs for your team.

A programme can be run on **dates convenient to you**, at a venue of your choice, such as **at your offices** and could even prove to be more **cost-effective**.

Programmes can be delivered in a face-to-face classroom-based setting and can also be combined with live online follow-on sessions.

To find out if an in-house solution is right for you, please contact :

Kapriel Kasbarian  
Director  
+44 207 193 5423  
[kkasbarian@ascentium-associates.com](mailto:kkasbarian@ascentium-associates.com)  
<https://ascentium-associates.com/in-house-training>

# Course Outline

## Topics

### Introduction and Welcome

*Attendee icebreaker session*

### The big picture – what is private equity and venture capital?

### Alternative asset Classes – What are they? Where does PE and VC fit in?

- Risk vs Return
- Liquidity spectrum

### The private equity spectrum, from seed capital to mega buyouts

### A look at some market data

### Back to private equity – the market landscape

- Key players and their roles
  - General Partners – PE/VC firms
  - Limited Partners
    - Types of LPs
  - Portfolio companies
  - Service providers
    - Placement Agents
    - Investment consultants
    - Law firms
    - Banks
    - Due diligence providers
    - Secondaries

### So what do PE firms actually do?

- Just another business? How do they stay in business and make money?

### The Fund Cycle

- Formation & strategy
- Fundraising
- Investments, co-investments and club deals
- Use of leverage
- Exits
- Raising the next fund

*Team fund design presentation exercise  
Would you invest?*

### Measuring returns

- Internal rate of return
- Why is time the thief of IRR?
- Multiples

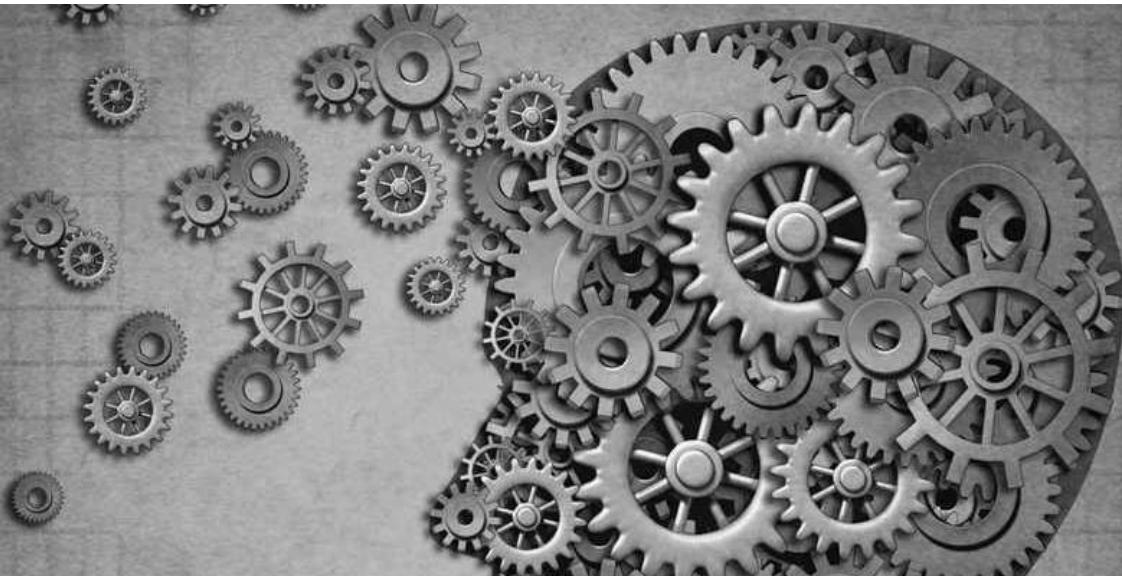
*Group team exercise – investment presentations or deal proposals*

### Exits

- Trade sale
- Secondaries – portfolio companies, fund positions
- IPO

### Final Q&A Session

*"I found this to be a very insightful course, providing a broad overview of private equity relative to other asset classes, before focusing in more detail on fund cycles, investments and performance. The interactive nature of the course and anecdotes from the trainer made for an interesting day, which is to be recommended to those who are seeking an introduction to private equity, or wish to build on existing knowledge in this area."*



# Private Equity for Support Staff

## An Introduction to Private Equity and Venture Capital

**1-Day Executive Education Training Programme**

**To Register visit:**

<https://ascentium-associates.com/open-course-schedule>  
or call +44 207 193 5423