## Finance Programs

### WHO SHOULD ATTEND

<table>
<thead>
<tr>
<th>Finance Programs</th>
<th>Senior Executives</th>
<th>Foundations of Private Equity and Venture Capital</th>
<th>Investment Management Workshop</th>
<th>Private Equity and Venture Capital</th>
<th>Succeeding as a Strategic CFO</th>
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</thead>
<tbody>
<tr>
<td>Executives from diverse functional areas, including operations, marketing, IT, HR, R&amp;D, legal affairs, and financial administration</td>
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<td>Financial executives seeking to update their core skills in a broad strategic context</td>
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### KEY BENEFITS

- Balance profit, growth, and control
- Make informed decisions regarding capital structure and capital markets
- Understand the implications of financial reports
- Develop successful and realistic performance plans, incentives, and financial controls
- Recognize and address biases within financial systems and structures
- Lead with better financial acumen and communicate effectively about finance with executives from all functional areas
- Understand the full range of industry models—from venture capital to growth equity to buyouts
- Assess the implications of different deal structures and terms
- Explore the incentives involved in general partner and limited partner relationships
- Establish a successful private equity/venture capital partnership structure
- Formulate strategies for exiting investments
- Gain insight into trends shaping all segments of the investment management industry
- Expand your range of strategic options in asset management, business strategy, business development, and investment strategy and execution
- Analyze complex challenges and potential solutions more effectively
- Evaluate the impact of market cycles so you can move on opportunities with the most potential
- Invest effectively within your borders and in other countries
- Assess opportunities in distressed and emerging industries
- Negotiate with greater confidence
- Monitor the progress of portfolio companies and choose appropriate exit strategies
- Scale your firm by managing deals and integrating operations across multiple locations
- Formulate financial policies and processes that meet the unique needs of your organization
- Communicate and collaborate effectively across functional areas and levels
- Make crucial choices about investment, divestitures, and the optimization of product and geographic segments
- Use finance to create value and advance the strategic goals of your organization
- Lead, motivate, and engage people with expertise different from your own

### WHAT YOU WILL LEARN

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<td>Acquire a solid grounding in the fundamentals of finance and improve your ability to help your company optimize financial resources and strengthen the bottom line. Gain insight into systems for financial management and control, the flow of finance, and capital markets.</td>
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<td>Develop expertise in every aspect of the fundraising and deal-structuring process. Explore industry practices and terminology, gaining the skills, strategies, and confidence to target the right investors, find the best deals, and raise capital for your first-time fund or venture.</td>
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<td>Acquire new strategic insights you can apply to your business as you explore the state of the investment management industry, emerging strategies and best practices. Prepare to evaluate and implement innovative investment approaches and strategies to drive growth and profitability for your business.</td>
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<td>Take your investment acumen to the next level so you can find new paths to growth and increase returns on capital. Build better investment strategies and make the right investments at the right time as you navigate changing market conditions.</td>
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<td>Develop the knowledge and capabilities you need to succeed as a CFO. Build skills in strategy, communication, and leadership that enable you to be a strong strategic partner to your CEO and peers as you collaborate to drive essential organizational change.</td>
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