## Finance Programs

### Finance for Senior Executives

**WHAT YOU WILL LEARN**
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.

**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

**WHO SHOULD ATTEND**
- Executives from diverse functional areas, including operations, marketing, IT, HR, R&D, legal affairs, and financial administration
- Financial executives seeking to update their core skills in a broad strategic context

### Foundations of Private Equity and Venture Capital

**WHAT YOU WILL LEARN**
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.

**KEY BENEFITS**
- 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

**WHO SHOULD ATTEND**
- General partners of private equity and venture capital firms responsible for small funds
- Entrepreneurs seeking private financing
- Families and institutions raising their first fund or considering private equity investing
- Angel investors

### Leveraging FinTech Innovation to Grow and Compete

**WHAT YOU WILL LEARN**
Examine innovations that are revolutionizing the finance industry—including blockchain, machine learning, big data, and artificial intelligence. Discover how to overcome adoption barriers, quickly scale your business, and manage disruptive threats posed by agile, data-driven competitors.

**KEY BENEFITS**
- Harness disruptive technologies to strengthen your market position
- Distinguish between innovations that offer sustainable value versus fleeting benefits
- Develop smart strategies for addressing disruptive threats
- Weave new technologies into existing systems and processes
- Recognize the potential of new technologies to transform industries outside of finance
- Identify opportunities and methods to innovate from within

**WHO SHOULD ATTEND**
- Executives with relevant experience in a bank, asset management firm, credit card company, financial services firm, or related industry
- Entrepreneurs whose startups aim to disrupt key areas of financial markets

### Private Equity and Venture Capital

**WHAT YOU WILL LEARN**
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.

**KEY BENEFITS**
- 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

**WHO SHOULD ATTEND**
- Executives with considerable investment industry experience, including:
  - Partners in PE/VC firms
  - Principals from the limited partner community who invest in PE/VC firms
  - Chief investment officers, investment principals, and investment managers

### Succeeding as a Strategic CFO

**WHAT YOU WILL LEARN**
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.

**KEY BENEFITS**
- 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

**WHO SHOULD ATTEND**
- Chief financial officers seeking to enhance their strategic acumen
- Executives with relevant experience in public accounting, investment banking, and asset management firms responsible for small funds
- Entrepreneurs seeking private financing
- Families and institutions raising their first fund or considering private equity investing
- Angel investors

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