



Now Includes

**The VC Academy
AI Companion
Engine**

Program Guide & Syllabus

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Program Description

Access: The entire program is delivered online through the Wix learning management system. Once you sign up, access is granted to your personal login on the Asisa website.



“An expert-led online exploration of the venture capital and startup ecosystem through a blend of pre-recorded video lectures, personal AI VC co-pilot, deal room simulator interactive exercises and a case study submission”

Program Emphasis:

- Overview of the VC & Startup ecosystem
- How a VC Fund works
- Structuring options for startups
- Terminology, financial metrics and concepts unique to the startup ecosystem
- Evaluating startup ideas covering all aspects
- Understanding term-sheets and different clauses
- Valuation of early stage startups

Who is this Program For:

- A professional seeking a VC or VC adjacent career (i.e. I-banking, funding roles in startups, accelerators, incubators in addition to VC roles),
- Founders of early stage startups
- Angel investors looking to learn startup evaluation and investing skills
- Returning Indians with global degrees or experience looking for VC career or to invest in Indian startups

The course is tailored to the dynamics of early-stage investments; therefore it prioritizes core concepts over advanced financial modeling.

The VC Academy AI Companion Engine

The VC Academy AI Companion Engine is a proprietary AI tool developed to complement the learning experience throughout the program. It helps participants apply concepts to practical situations rather than simply study them.

Unlike a general-purpose AI assistant, the Companion Engine has been designed specifically around The VC Academy's structured approach to startup evaluation and investment analysis. Once uploaded to your preferred AI assistant, it becomes a dedicated VC co-pilot that understands the methodologies taught in the program.

Participants can use the Companion Engine throughout the course to reinforce learning, complete exercises, explore startup ideas, analyse business models, identify risks and assumptions, generate deeper due diligence questions, and apply the program's evaluation frameworks to real-world opportunities.

The Companion Engine is accompanied by a ready-to-use prompt guide containing practical examples for different situations. As participants progress through the program, these prompts help bridge the gap between theory and practical application.

Unlike access to the learning platform, the AI Companion Engine is yours to keep. It can continue to be used long after the program has been completed, providing an ongoing tool for evaluating startups, testing investment ideas, and applying structured venture capital thinking in practice.

Learning Outcomes



- 1. Confidently Seek VC Jobs and Internships.**
- 2. Assess Startups and Ideas from Investment Perspective: Critically evaluate startups from an investor's perspective, analyzing their growth potential and risks.**
- 3. Analyze Startup News: Master key concepts and terminologies of the venture capital ecosystem to effortlessly interpret startup-related news and market developments.**
- 4. Analyze Investment Deal Terms : Break down and evaluate key deal terms, gaining the ability to deconstruct and interpret term sheets effectively. Invest as an angel investor with confidence.**

Program Format



Program is designed for maximum flexibility, combining pre-recorded lectures, deal room simulator exercises, and a case study submission – all delivered online through the website's Wix learning management system.

19 video sessions covering the practical aspects of venture capital world. It follows an asynchronous format, meaning you can engage with the content anytime, anywhere. You're in control of your learning schedule.

Deal Room Simulator Exercises: Deal room simulator exercises (7 of them interspersed in the program) are the closest you'll get to real VC decision-making without sitting in an actual Investment Committee – designed to test your understanding, sharpen your instincts, and prepare you for investment calls.

These include both numeric as well as concept-based. You must give your response or calculation, after which the system evaluates it and provides a rationale. At the end of each exercise, the system grades it.

Case Study: Participants are expected to complete the case study with both numeric as well as subjective analysis and upload it on the system.

AI Companion Engine: Participants also receive The VC Academy AI Companion Engine, a proprietary AI tool built on the program's frameworks and structured methodology. It can be used throughout the program to reinforce learning and continues to support startup evaluation and VC thinking long after the program has been completed.

To get the most out of the course, we recommend completing the course in a 5-week window.

Establishing a consistent study schedule will help you stay on track and make the most of the learning experience.



Communication with Instructor



- Participants can easily reach out to the instructor for any clarifications via:
 - ✉ Email: support@thevc.academy
 - 📱 WhatsApp: +91 9810923610
- All queries will be responded to within 24 hours.

Certificate Eligibility



- The program is structured to be completed in approximately five weeks, but you'll have access to the platform for a full six months to complete all requirements at your own pace.
- To be eligible for the certificate, you must complete all modules in sequence (each module unlocks the next upon completion).



1	AI in Venture Capital & Startup Evaluation	I. AI in venture capital and startup evaluation II. AI Companion Engine: setup and practical use
2	Structure & Economics of VC Funds	I. The Fund II. LP-GP Structure Considerations III. Fund Economics a. Management Fee b. Carried Interest IV. Team Structure V. The “Power Law” in Investing
3	Building Blocks of a Startup	I. Legal Structure Options II. Sources of Funding III. Investors Across Different Stages Of A Startup IV. Founder Shareholding & Equity V. ESOP Plan VI. Co-founders Agreement VII. Corporate Governance VIII. Key Registrations
4	3 Circles of Due-Diligence	I. Legal due diligence II. Financial due diligence III. Commercial Due diligence IV. Data Rooms
5	8 Essential Startup Frameworks	I. The Profit Framework II. Profit Pools III. TAM, SAM and SOM IV. Idea Differentiation Framework V. Revenue Models VI. Startup Roadmap - GTM and PMF VII. Financial Metrics - Unit Economics, LTV- CAC, and the 3 CMs VIII. Capital Efficiency
6	Demystifying Termsheets	I. Core Structure, and how to de-construct II. Key Clauses III. Trade-offs
7	Investment Evaluation Methodology	I. Idea Evaluation Through 5 Filters a. Idea Evaluation b. Company Evaluation c. Deal evaluation (including valuation, termsheets and exits) II. What if a Deal Cannot be Evaluated

Program Fees

**The fees for the entire program are
Rs.11,999 paid in advance.**

Included with Every Enrollment

- ✓ 20 Expert-Led Video Lessons**
- ✓ Deal Room Simulator Exercises**
- ✓ Downloadable Templates**
- ✓ Case Study**
- ✓ The VC Academy AI Companion Engine**
- ✓ Six Months of Platform Access**
- ✓ Certificate of Completion**