



Management Development Programme
on
**NAVIGATING STARTUP FUNDING
IN A LOWTIDE**

Aug 31- Sept 1, 2020



XAVIER INSTITUTE OF MANAGEMENT & ENTREPRENEURSHIP,
Bangalore

Overview

The Covid-19 pandemic has materially impacted all aspects of the Indian economy, including the rising startup sector. Startups, both well-funded and early stage start-ups in many sectors have been forced to rethink their business plans and conserve cash. Wannabe entrepreneurs who had contemplated venture funding as well as those who have raised some amount of external capital are adjusting to the “new normal” but the fog is yet to clear.

This module will give you insights into approaching funding for your startups and practical guidance to evaluate and improve your startup pitch.

Who Should Attend

- Founders early in their startup journey or those considering launching their startups in the nearfuture.
- Experienced individuals in corporate careers.
- Academicians interested in startup evaluation and funding dynamics.

Teaching Methodology

The workshop is conducted online and entails lectures, case study and practical in- class activities.

Modules

- A. Conceptual frameworks relating to startups and startup investments
- B. “The State of the Union”- The Venture Capital Landscape and current dynamics
- C. How can I seek VC funding in a slowdown? What will it take?
- D. Case study of a good start- up pitch, how are startups evaluated
- E. Critique/ Evaluation of actual participant start- up pitches

Profile of Faculty



Mr. Deepak Gupta has over 20 years of experience in investments and finance. He was with Intel Corp, for 14 years in India and Asia roles across venture capital, treasury and finance. He has invested in numerous startups over the years, many of which have resulted in successful exits. Over the past few years, he has been active in early stage venture investing, via his fund “WEH Ventures”. Deepak holds a B.Tech from IIT Bombay and MBA/M.S.(Finance) degrees from the University of Maryland, College Park, USA.



Purnima Gupta, Assistant Professor of Finance at XIME-Bengaluru, has done her MBA in Finance and is pursuing PhD from Mysore University. She has over 10 years of teaching experience in various B-schools and holds a Bachelor in Statistics Honors from Banaras Hindu University. Her research interests include Corporate Finance, Economic Theory as well as Behavioural aspects of corporate finance and investments.

Duration and Dates

Duration	9:30 am- 1:00pm, Aug 31 – Sept 1, 2020
Fees	<ul style="list-style-type: none">• For Corporate Participations: Rs. 2,500/- + 18% GST per participant. For 3 or more nominations from One Company, 15% discount will be offered• For Academicians/Faculty: Rs. 1500/- + 18% GST per participant• For Students: Rs. 1000/-+ 18% GST per participant
Coordinator	Ms Purnima Gupta (8792815477) purnima@xime.org

Bank Details:

Beneficiary XAVIER INSTITUTE OF MANAGEMENT &
ENTREPRENEURSHIP Bank Name SOUTH INDIAN BANK
Branch KORAMANGALA
BRANCH Account No
0416053000000201 IFSC
Code SIBL0000416

About XIME

XIME is one of the top B-Schools of India, with excellent campuses in Bangalore, Kochi and Chennai. It has been founded in 1991 by a group of academicians headed by Prof. J. Philip, who is a former Director of IIM-Bangalore and a former Dean of XLRI. XIME's flagship programme is its two-year PGDM. XIME has a strong B-Schools network with some of the leading institutions in France, Germany, Italy, the U.S., Brazil, China, Russia and South Africa.

XIME received ACBSP accreditation (Accreditation Council for Business Schools and Programs of the United States), a milestone in the onward progress of the institution. XIME has found 11th place in the CSR ranking of Private B-Schools', 26th Rank among all B Schools of India by Careers 360 in Nov 2018 and A1 category by Business Standard published in December 2018.

FOR FURTHER DETAILS, PLEASE CONTACT

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For registration email your Name, Organisation name and mobile number to mdpblr@xime.org

