

The Manchester MBA

Elective: **Venture Capital & Private Equity**

MANCHESTER
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The University of Manchester
Alliance Manchester Business School

This elective provides a practitioner-led introduction to venture capital and private equity (VC/PE), exploring their central role in modern financial markets and business growth.

You will develop a strong understanding of how investment opportunities are identified, evaluated and managed, from initial funding through to exit.

The course combines core financial theory with hands-on application, enabling you to analyse investment propositions and understand the motivations of key stakeholders, including investors, management teams and advisors.

Through real-world case studies and interactive sessions, you will take on different roles within the investment process, building experience in negotiating deals, assessing business plans and structuring transactions.

You will also explore valuation techniques, capital allocation, and the lifecycle of VC/PE investments, including growth strategies and exit routes.

By applying these concepts to practical scenarios, you will gain insight into how successful investments are developed, managed and realised in competitive markets.

How you'll benefit



Develop practical investment decision-making skills: Learn how to evaluate business opportunities and present investment cases to funding committees.



Understand the full VC/PE investment lifecycle: Gain insight into sourcing deals, structuring investments, managing growth and executing successful exits.



Apply valuation techniques in real-world contexts: Build the ability to assess company value and investment potential using core financial concepts.



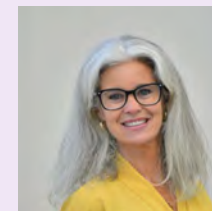
Strengthen your ability to evaluate and structure deals: Understand how different stakeholders influence transaction dynamics and outcomes.



Build confidence leading and negotiating investment processes: Develop the skills to raise finance, manage investor relationships and guide strategic financial decisions.

Delivery method

This six month course is delivered through a choice of a three-day in-person or virtual workshop, supported by online learning.



Patricia Perlman-Dee

Patricia is Professor of Finance at AMBS and brings extensive industry experience from trading floors at Citigroup, JP Morgan, and Nomura, as well as wealth management at Barclays.

Patricia is Joint Unit Director for Venture Capital and Private Equity and is an experienced presenter from her professional career. She has won numerous teaching awards. Her teaching focuses on practical investing, portfolio management, and client advisory skills.

Patricia is passionate about bridging theory and practice, ensuring students gain insights directly applicable to the investment industry.



Malcolm Smith

Joint Unit Director for Venture Capital and Private Equity, Malcolm has 20 years of teaching experience at Alliance Manchester Business School, specialising in negotiation skills, and alternative finance.

He brings extensive industry expertise as a former CEO, entrepreneur and currently holds board positions in a number of industries.

He has hands-on experience in private equity, venture capital, and turnaround situations. His teaching integrates practical insights from working with start-ups, SMEs and large scale international enterprises.

Have any further questions about The Manchester MBA?



Please get in touch - mba@manchester.ac.uk

This document provides an example of the course content and faculty members who will be teaching this MBA course; however, details are subject to change.