

Generative AI: Prompt Engineering Masterclass (Non-Technical)



INTERACTIVE
LIVE
TRAINING

HANDS-ON
AI PROMPT
CRAFTING

RESPONSIBLE
GEN AI

The International Institute of Artificial Intelligence
Private Equity Pro Partners

arvind@peequity.com
+91 9818934615



Why You Should Attend

- ✔ **Gain a competitive edge:** Master a highly sought-after skill in the rapidly evolving AI landscape.
- ✔ **Unlock AI's potential:** Learn to effectively communicate with AI models and harness their power for innovation.
- ✔ **Boost your career prospects:** Increase your employability and marketability in the AI-driven job market.
- ✔ **Increase your productivity:** Streamline workflows and automate tasks with AI-powered tools.
- ✔ **Become an AI innovator:** Develop creative and effective prompts to generate unique and valuable outputs.
- ✔ **Demystify AI:** Understand the inner workings of large language models and their capabilities.
- ✔ **Stay ahead of the curve:** Acquire a foundational skill that will be essential in the future of work.
- ✔ **Expand your skillset:** Diversify your expertise and become a more versatile and valuable asset.
- ✔ **Solve complex problems:** Leverage AI's problem-solving abilities to tackle challenges in your field.
- ✔ **Fuel your creativity:** Explore new avenues of creativity and generate novel ideas with AI assistance.
- ✔ **Personalize your AI experience:** Tailor AI tools to your specific needs.
- ✔ **Invest in your future:** Acquire a valuable skill that will continue to grow in importance in the years to come.

The International Institute of Artificial Intelligence

The course will be delivered in a highly interactive manner enabling exchange of ideas and networking. Participants will be divided into teams to solve problems using Artificial Intelligence tools.

www.iivpm.com

Aims of the Event Takeaways and Benefits of AI Training

- ✓ Unlock the true potential of AI: Learn to effectively communicate with AI models for superior results.
- ✓ Gain a competitive edge: Develop in-demand skills highly sought after by businesses.
- ✓ Boost productivity and efficiency: Automate tasks, streamline workflows, and save valuable time.
- ✓ Enhance creativity and innovation: Generate novel ideas, explore new possibilities, and push creative boundaries.
- ✓ Improve decision-making: Gain insights from AI-powered analysis and predictive models.
- ✓ Personalize user experiences: Craft tailored AI interactions for improved customer satisfaction.
- ✓ Reduce costs and improve ROI: Optimize AI investments through effective prompt engineering strategies.
- ✓ Demystify AI: Build confidence in interacting with AI and dispel common misconceptions.
- ✓ Stay ahead of the curve: Acquire the foundational skills for navigating the evolving AI landscape.
- ✓ Unlock new revenue streams: Explore and develop innovative AI-powered products and services.
- ✓ Become an AI-literate professional: Gain a deeper understanding of AI's capabilities and limitations.
- ✓ Empower your team: Share your knowledge and guide colleagues in their AI journey.

Target Audience:

All professionals including corporate executives, fund managers, bankers and others must have an understanding of core AI techniques and apps. Prompt optimisation techniques will enable you to exploit AI for its unique capabilities. The knowledge and the ability to optimise prompts may land you your dream job and promotion! This practical course is designed for 'non-techies' and it does not cover programming languages like python, etc.

The **live, in-person** or **online** course will be highly interactive and useful for anyone interested in Artificial Intelligence. Should you wish to have a **customized training program**, we will be pleased to design it.

SESSION 1: Introduction to AI and Prompt Engineering

What is Artificial Intelligence (AI)?

Key concepts: Machine learning, deep learning, natural language processing (NLP)

Common AI applications in business: Customer service, marketing, sales, operations

What is Prompt Engineering?

Definition and importance in AI interactions

Core principles of effective prompting

The role of prompt engineering in unlocking AI's potential

SESSION 3: Crafting Effective Prompts: Core Techniques

Prompting Framework

Clarity and Specificity

Prompt Formatting and Structure:

Leveraging Context

SESSION 2: Understanding Large Language Models (LLMs)

Introduction to LLMs: Capabilities and limitations

How LLMs work: A high-level overview (no technical jargon)

- Common LLM use cases: Text generation, translation, summarization, question answering

SESSION 4 Advanced Prompts

Zero Shot

N-shot

Chain-of-Thought

Tree-of-Thought

**SESSION 5:
Ethical Considerations and
Responsible AI**

- **Bias and fairness in AI**
- **Data privacy and security**
- **The responsible use of AI in business**
- **Addressing potential risks and mitigating negative impacts**

**SESSION 6
Use Cases**

Marketing & Sales

Voice of the Customer

Manufacturing

Legal, Productivity

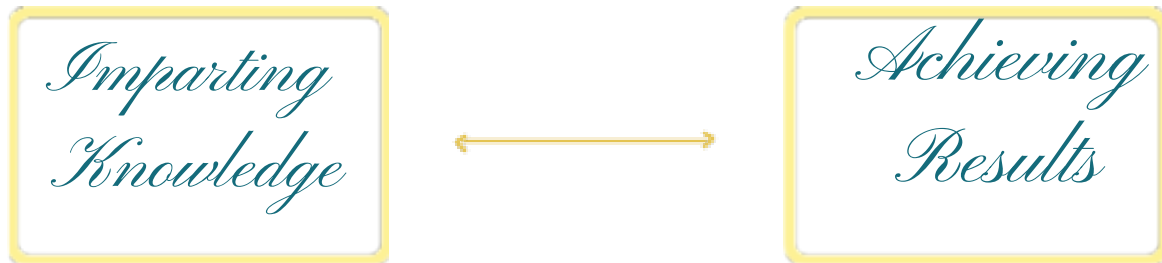
Other Business Domains



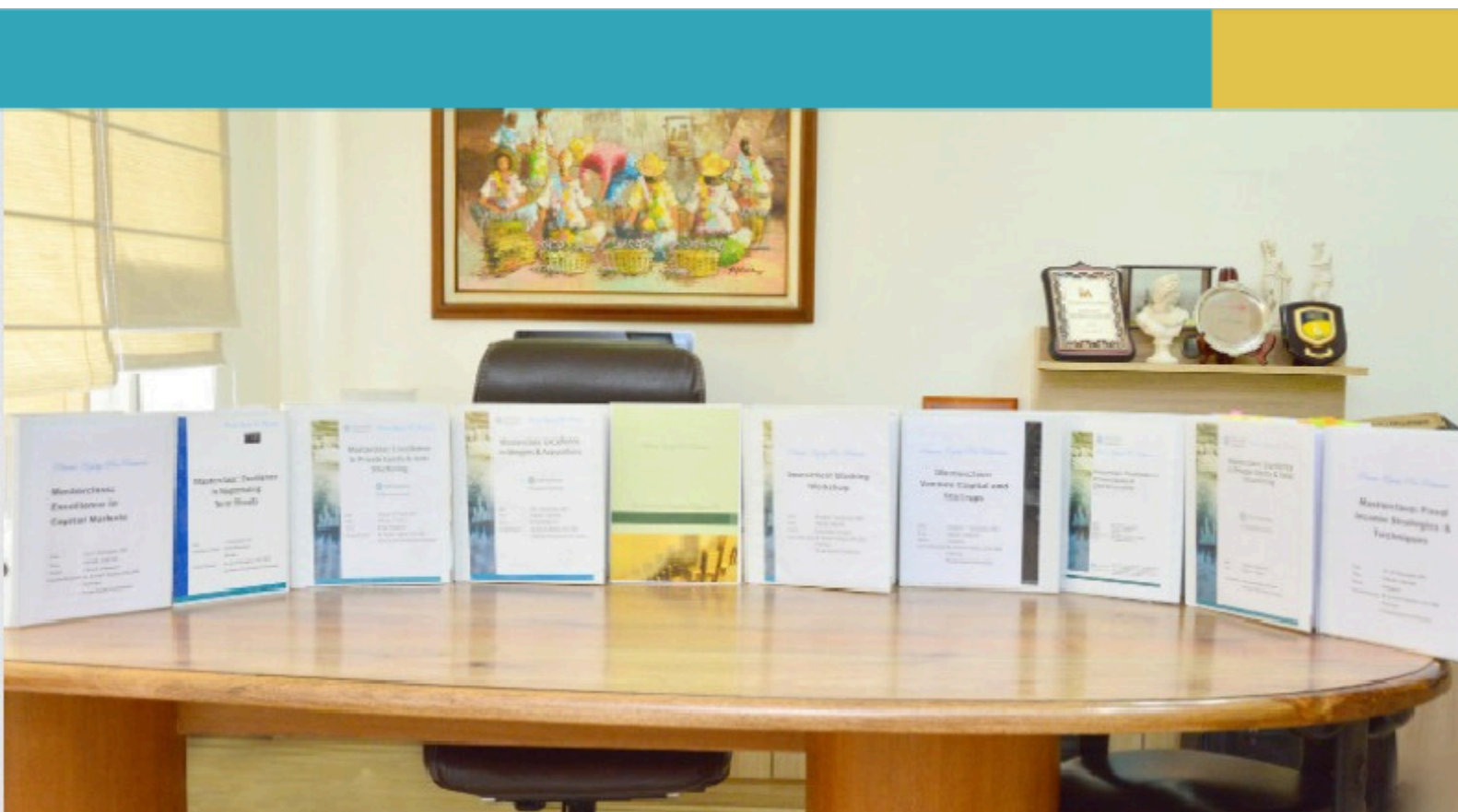
Arvind Mathur presents certificates to participants

International Institute of Artificial Intelligence

A school of the International Institute of Venture Capital, Private Equity, and
Mergers & Acquisitions



An International Professional Development Firm



International Institute of Artificial Intelligence is a part of International Institute of Venture Capital, Private Equity and Merger & Acquisitions (IIVPM) provides executive education via workshops and events in Private Equity, Distressed Investing, Venture Capital, M&A, Valuation, and related topics. Education is centered on basic-intermediate-to-advanced topics of finance including in-depth analysis and presentation of current topics of interest to investment and corporate professionals.

Executive Education: IIVPM meets the knowledge and skill development needs of investors, corporate leaders, and executives. IIVPM constantly researches relevant and current investment trends and transactions that are included in its educational programs to make them relevant to the investment and corporate community. IIVPM is led by its founder, Mr. Arvind Mathur, a CFA charter holder, who has over 40 years of global practical experience in the realm of Private Equity, Mergers & Acquisitions (M&A), Corporate Finance, Banking, and Investment Banking. Arvind has been invited to give talks on mergers and acquisitions to the board of directors of two of the largest American multinational corporations, and to the senior staff of a portfolio company of Warren Buffet.

Skill-Sets Strengthened at IIVPM Events for Professional Development

A wide range of skills is developed by IIVPM including private equity, venture capital, M&A, investment strategies for sovereign wealth funds, valuation, LBOs, fixed income, investment banking, distressed investing, risk management, project finance, the bourse game, credit risk analysis, and derivatives, besides others. IIVPM staff and associates are knowledgeable about investment banking & M&A trends, and the macroeconomic scene in several countries including the U.S., India, China, Singapore, Hong Kong, Indonesia, Taiwan, Malaysia, Sri Lanka, the Philippines, Bangladesh, and Thailand.

Skills for anticipating problems and risks and their solutions are strengthened by the use of cases drawn from the Asian, European, and American settings. Best practices and negotiation techniques are highlighted.

Our lead trainer Mr. Arvind Mathur, CFA, FRM, has prepared and delivered training in various fields to over 1000 professionals. In the field of AI, he has provided training during 2024. For example, he included the practical use of AI in negotiating private equity and venture capital term sheets in a masterclass in partnership with the CFA Society, Singapore.

AI training provided by Mr. Arvind Mathur has included:

- Practical Hands-on AI exercises
- AI Case Studies of Venture Capital Investments in AI startups
- AI Tools & implementation
- Other AI-related concepts and skills shown in previous pages

All of Arvind's training materials including powerpoint presentations are ready and can be delivered in a training program at short notice. Arvind constantly updates his training materials and includes up-to-date case studies as well as the latest market conditions.

Arvind strives to ensure clarity of conceptual understanding by delegates primarily by a troika of methods:

Firstly, he ensures interactive discussions during his classes;

Secondly, he includes practical exercises, negotiation games or hands-on capstone projects; and

Finally, he makes himself available to his past delegates in case they have queries anytime in the future or they need mentorship or career development guidance.

Arvind's training is aided by his global perspective which springs from his four decades of international work experience in countries such as Philippines, China, India, Japan, USA, UK, Canada, Hong Kong, Malaysia, Mauritius, Dubai and other countries.

Arvind's training has been appreciated by participants who have provided strong feedback and testimonials. Some of the testimonials can be seen in the next page.

Pallavi B, 2024, MBA

My 3-month Artificial Intelligence training and investment internship at Private Equity Pro Partners was a truly enriching experience. Under the mentorship of Chairman Arvind Mathur Sir, I gained a deep understanding of Artificial Intelligence, private equity and venture capital strategies. This experience refined my analytical thinking and expanded my investment knowledge, particularly in how artificial intelligence is reshaping the industry. I had the opportunity to work with AI-powered tools that enhanced research, market analysis, and decision-making, providing valuable insights into the intersection of AI and private equity.

Rishu R, 2024, MBA

This Artificial Intelligence equity investing research internship with the training of Arvind Mathur provided valuable exposure in the field of Research. It enhanced my analytical, problem-solving, and critical thinking skills, while exposing me to advanced tools and methodologies.

Collaborating discussions with our trainer and mentor Mr. Arvind Mathur broadened my understanding of new age AI companies, exposing me to AI concepts and tools and the challenges faced during the project strengthened my adaptability and resilience. Overall, it was a highly enriching experience that deepened my interest in the field of Venture Capital and Private Equity and contributed significantly to my professional growth.

Thank You Sir for your excellent training, guidance and support!

Kriti K, 2024, MBA

This internship, which focused on Artificial Intelligence, has been extremely helpful as I learned a lot about AI and the companies that integrate it. I gained insights into how businesses secure funding, the value propositions they offer to customers, and the factors contributing to their success. I also explored different business models, funding strategies, innovations, and more, all within the context of Artificial Intelligence. Additionally, I learned about private equity—what they do, how they raise funds, and what they look for when considering investments. Conducting case studies on AI-integrated companies allowed me to discover the latest AI technologies and trends. This deep dive into Artificial Intelligence provided valuable insights into the industry's growth and its real-world applications. Lastly, working on team projects taught me the importance of teamwork and how it can ease the workload, foster creativity, strengthen friendships, and build confidence through mutual learning. Also I would like to express my sincere gratitude for your guidance throughout this internship. Your support has been incredibly motivational and has truly illuminated the path for us to become professionals in the field of Artificial Intelligence. Over the past four months, you have been there for us at every step, demonstrating remarkable patience and providing invaluable insights that have taught us how to effectively solve problems and seek out information. Your ability to inspire us has not only fostered our individual growth but also encouraged us to embrace leadership and teamwork. The skills you've imparted, particularly in the realm of Artificial Intelligence, will undoubtedly serve us well in our future. Additionally, your constructive feedback and willingness to share your experiences have created a nurturing learning environment that has made this internship both enjoyable and enriching. Thank you once again for your unwavering support and for being such a fantastic mentor. We truly appreciate everything you have done for us.

Ekta K

MBA, FMS, Delhi (Batch of 2020)

I had the privilege of undergoing Artificial Intelligence training under Mr. Arvind Mathur, and it was an enriching and insightful experience. The program was highly business-oriented, focusing on practical applications of AI in venture capital and private equity investments, supported by real-time case studies. I gained valuable knowledge about how AI enhances business productivity across various scenarios, such as preparing presentations, analyzing sustainability reports, and conducting stock sentiment analysis. The training also provided a comprehensive understanding of AI algorithms, with a strong emphasis on hands-on learning.

A highlight of the program was the focus on Generative AI, including its applications in text-to-speech, text-to-image, and text-to-video conversions. I also learned about prompt engineering and how it can be utilized in negotiating investments, such as preparing PE term sheets with the help of AI tools.

Overall, the program offered an excellent balance of theoretical insights and practical applications, equipping me with the skills to effectively leverage AI in real-world business scenarios. I highly recommend it to anyone looking to deepen their understanding of Artificial Intelligence.



Arvind Mathur, CFA, FRM
Chairman, Private Equity Pro Partners

Arvind worked for two decades at the Asian Development Bank in Manila, Philippines. His detailed bio can be seen on LinkedIn*.

A. Knowledge Sharing & Training

Arvind conducted various workshops on advanced topics such as sovereign wealth fund investments, private equity, M&A, investment banking, and fixed income in Shanghai, Taipei, Singapore, Jakarta, Mumbai, and Delhi. He conducted events in Kuala Lumpur, Hong Kong, Nice, France, Hawaii, Geneva, Basle, and Switzerland. Arvind was invited by the Board of Directors of a US MNC to the World Economic Forum in Geneva to advise on cross-border M&A.

B. Interaction with Renowned Fund Managers

Arvind interacted with Messrs. Warren Buffett, his assistant Mr. Jain, Mr. George Soros, Mark Mobius of Templeton Emerging Markets, and Wolfensohn & Partners.

C. International Investment Experience

Arvind played a role in structuring and placing a nearly \$1 billion India Infrastructure Fund. He helped establish the Asian Infrastructure Fund (\$780 million), the Asian Infrastructure Mezzanine Capital Fund (\$265 million), The Asian Equity Infrastructure Fund (\$400 million), the Infrastructure Development Finance Company (IDFC), and the AIG Sectoral Equity Fund (\$ 110 million). He helped structure and invested in over 30 private equity funds, including 5 infrastructure funds and General Partnerships. While at ADB, Citi, and Standard Chartered Bank, Arvind gained exposure to equity investments and lending.

Arvind's experience encompasses both fund and direct investing. He has been a member of Investment Committees and fund boards and the global pension fund of the Asian Development Bank (ADB). Most funds targeted investments in India & China & other emerging markets. He worked with Limited Partners such as ADB, the IFC, CalPERS, La Caisse de Depot et Placement du Quebec, the Prudential Insurance Corporation & leading institutional investors in Australia, Singapore, Malaysia, and India. Arvind promoted corporate governance in these funds, particularly those involving CalPERS.

He authored articles on corporate governance and attended courses at the Columbia Business School and that of Cornell University & an investment course at the Harvard Business School.

* <https://in.linkedin.com/in/arvind-mathur-cfa-frm>

Jaideep

Jaideep spent several years with McKinsey & Company's Tech, Media and Telecom practice in San Francisco and led the market entry of several digital media businesses for The Walt Disney Company in Asia Pacific markets including Singapore, Hong Kong, Japan and Australia.

Earlier in his career, Jaideep was part of the founding team at Global Cricket Ventures, headquartered in Dubai, as the Head of Product where he built several online media assets with millions of monthly unique users including IPLT20.com and BCCI.tv.

Jaideep holds a Bachelor of Science degree in Financial Engineering from Columbia University and a MBA with Distinction from INSEAD. He first moved to Dubai in 1997, graduating from the American School of Dubai.

List of Previous Events Conducted by IIVPM Leaders

- ✓ Masterclass: Negotiating Venture Capital & Private Equity Term Sheets 29 July 2024 to 6th August, 2024
- ✓ Venture Capital and Start-Ups Bootcamp Details 12th April to 19th April, 2024
- ✓ USAID Trade and Competitiveness: Capacity Building of Private equity funds to build Termsheets and Negotiations 18th March 2024 and 19th March 2024
- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 27-30 March, 2023, Singapore.
- ✓ Masterclass: Excellence in Equity Valuation, 25-31 March, 2023 (online)
- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 21 November to 16 December 2022, Singapore.
- ✓ Masterclass: Excellence in Negotiating Venture Capital and Private Equity Term Sheets, 29 October to November 2022, Mumbai.
- ✓ Masterclass: Excellence in Mergers and Acquisitions, 29 June May to 18 July, 2022.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 11 April to 25 April, 2022.
- ✓ Masterclass: Excellence in Venture Capital & Startups, 11 to 27 March, 2022.
- ✓ Masterclass: Negotiating Venture Capital & Private Equity Term Sheets, 14thh to 21st Jan, 2022
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 25 August to 1 September, 2021
- ✓ Masterclass: Excellence in Mergers and Acquisitions, 25 July to 5 August, 2021.
- ✓ Masterclass: Excellence in Negotiating VC & PE Term Sheets, 30 June - 9 July, 2021.
- ✓ Online Masterclass: Venture Capital & Startups, 25 - 30 March, 2021, Singapore.
- ✓ Webinar: Turnaround & Distressed Investing in India, 15 December, 2020.
- ✓ Online Masterclass: Venture Capital & Startups, 2 - 6 November, 2020, Singapore.
- ✓ Online Masterclass: Excellence in Private Equity & Deal Structuring, 28 September - 2 October, 2020, Singapore.
- ✓ Online Masterclass: Excellence in M & A, 24 - 28 August, 2020, Singapore
- ✓ Online Training in Litigation Finance (7 webinars), June 2020.
- ✓ Online Training: Hedge Funds: Short Selling (10 webinars) June - July, 2020.
- ✓ Online Training: Distressed Mergers & Acquisitions: Techniques of Distressed Debt
- ✓ Investing in Pre and Post - Bankrupt Companies Cases of investments by Goldman Sachs, Deutsche Bank, and Strategies in India (10 webinars), June 2020.
- ✓ In-house Masterclass for a billion-dollar fund: Excellence in Private Equity & Impact Investing, 30-31 October 2019, Singapore.
- ✓ Training in Asian Private Equity Buyouts delivered by Arvind Mathur, Chairman, IIVPM at Harvard Business School, Cambridge, Massachusetts, USA, 8 August, 2019.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 29-30 August, 2019, Singapore.

- ✓ Guest Lecture on Asian Private Equity Buyouts, Harvard Business School, 8 August, 2019, USA.
- ✓ Masterclass: Excellence in Private Equity, June 28-29 2019, Mumbai.
- ✓ Masterclass: Excellence in Private Equity and Deal Structuring, 29-30 April, 2019, CFA Society Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 30 - 31 October, 2018, Singapore.
- ✓ Masterclass: Excellence in Venture Capital & Start-ups, 18-19 October, 2018, Singapore.
- ✓ LP-GP Meetings for Impact Investing, 7-9 October, 2018, New Delhi.
- ✓ Masterclass: Excellence in Negotiating Private Equity & Venture Capital Term Sheets, 1 - 2 December, 2017, Mumbai.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 31 October - 1 November, 2017, Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 3-4 August, 2017, Singapore.
- ✓ Masterclass: Excellence in Private Equity, New Delhi, 29 -30 May, 2017.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 5-6 October, 2016, CFA Society Singapore.
- ✓ Workshop on Private Equity, Ministry of Finance, India with Bain & Co, New Delhi, 6 September, 2016.
- ✓ Masterclass: Venture Capital & Start-ups, 31 August - 1 September, 2016, CFA Singapore.
- ✓ Workshop on Life Cycle of Private Equity & Venture Capital Funds, Ministry of Finance, India with Mckinsey & Co, New Delhi, 29 October, 2015.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 4-5 November 2015, CFA Singapore.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 4-5 March, 2015, CFA Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 6-7 November 2014, CFA Singapore.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 14-15 November 2013, CFA Singapore.
- ✓ Masterclass: Excellence in Private Equity, 27-28 May, 2013, October.
- ✓ Masterclass: Excellence in Private Equity & Deal Structuring, 6-7 February, 2013, CFA Singapore.
- ✓ Masterclass in Private Equity, Port Louis, Mauritius, 11 September, 2013.
- ✓ Masterclass in Private Equity, Dubai, 27-28 May, 2013.
- ✓ Masterclass: Excellence in Mergers & Acquisitions, 13-14 December, 2012, Hong Kong.

List of Previous Events Conducted by IIVPM Leaders

- ✓ Masterclass in Fixed Income Strategies & Techniques, 21-22 November, 2012, Singapore.
- ✓ Excellence in Private Equity, Hyderabad, 3-4 August, 2012.
- ✓ Mergers & Acquisitions Workshop, 15-16 December, 2011, Hong Kong.
- ✓ Private Equity Workshop, 24 November, 2011, Singapore
- ✓ Fixed Income Workshop 15-16 November, 2011, Singapore
- ✓ Mergers & Acquisitions (M&A) Workshop, 13-14 July, 2011, Manila.
- ✓ Sovereign Wealth Funds, 20 April, 2011, New Delhi.
- ✓ Leadership Series in Private Equity: Private Equity for Education Ventures, 9 March, 2011.
- ✓ Mumbai Leadership Series in Private Equity: Private Equity Workshop, 10 March, 2011.
- ✓ Mumbai Mergers & Acquisitions, World Economic Forum HQ, Geneva, Switzerland, 2 February, 2011.
- ✓ Fixed Income Workshop, 14 November, 2010, Singapore.
- ✓ Corporate Finance, M&A, Private Equity, 24 to 26 May, 2010, Shanghai.
- ✓ Corporate Finance, M&A, Private Equity, 12 to 14 July, 2010, Mumbai.
- ✓ Corporate Finance, M&A, Private Equity, 19 to 21 July, 2010, Taipei, Taiwan.
- ✓ Corporate Finance, M&A, Private Equity, 10 to 14 October, 2010, Jakarta, Indonesia.
- ✓ Corporate Finance, M&A, Private Equity, 27 to 29 October, 2010, Singapore.
- ✓ Investment Banking, Private Equity & Corporate Finance, 28 August to 1 September, 2010, The Bank of Ceylon.
- ✓ Private Equity for Power Projects 11-12 March, 2010, New Delhi.
- ✓ Private Equity & Distressed Investing Workshop, Delhi, March, 2009.

Venues

China, Hong Kong, Jakarta, Indonesia, Singapore, New Delhi, Mumbai, Bengaluru, Dubai, Nice, France, Geneva, Basle, Switzerland, Tokyo, Japan, Malaysia, Mauritius, Philippines, U.S.A. Taiwan & Thailand.

Harvard Business School, Cambridge, Massachusetts, USA.

Our speakers have included experts in their fields, including CEO-level professionals. Our audiences have included both mid-level executives as well as leaders of the rank of Chairman of large and medium-sized organizations in the Asia-Pacific Region.

IIVPM/PEPP and its advisers, by virtue of their three-decade experience, are able to attract high-quality and senior practitioners as speakers. For example, on M&A we have had the CEO of a Tata group company speak at our event. Also, respected multilateral organizations such as the International Finance Corporation (IFC) and the Asian Development Bank (ADB) have participated in our events both as speakers and participants.

Our Chairman, Arvind Mathur, CFA, FRM, is regularly invited to speak at various fora. He has made a number of presentations at various external events such as a presentation on "M&A Trends" to the Board of Directors of a US MNC in Geneva. Arvind has organized investment-related events in Hong Kong, Delhi, Mumbai, Karachi, Bangkok, Kuala Lumpur, Jakarta, Nice, France, Geneva, New York City, and Basle, Switzerland.

Previous Participants

Previous participants have ranged from executives at MNCs, central banks, banks, investment banks, private equity funds, family offices, and angel investors. Participants have been of varying seniority including Chairman, Managing Directors, Managing Partners, Partners, Directors, Managers, Legal Counsel, and senior-to-mid-level analysts and officials from many countries. See the following illustrative list of participants at our previous events and masterclasses.



Previous Participants

- JP Morgan
- Board of Directors, ADM
- KKR Portfolio Company
- UBS
- IFC/World Bank
- Harvard University
- Thunderbird University
- Stanford University
- Government of Singapore Investment Corporation
- The Monetary Authority of Singapore
- Bank of International Settlements, Switzerland
- Sumitomo Mitsui Banking Corp
- Citibank: Mumbai, Shanghai, Jakarta, Singapore, Taipei
- Deutsche Bank
- Shanghai Commercial Bank
- Banco Santander
- Batavia Prosperindo Asset Management
- Power Finance Corporation
- Patni Family
- Modi Family
- Employee Provident Fund, Malaysia
- Standard Chartered Bank
- Standard Chartered Private Equity
- Bank of Ceylon
- Hoya Medical Singapore
- Soibuild Group Holdings
- CIMB
- Changi Airport Group
- Deloitte Tohmatsu Financial Advisory
- Helmsman Legal
- Lenovo (Singapore) Pte Ltd
- IMC Industrial Group
- Asian Development Bank
- Focal Oilfield Solution

- Facebook
- PricewaterhouseCoopers
- Deloitte: Japan, Philippines
- The Shell Corporation
- Ericson-LG
- Wolfensohn Capital Partners
- Raiffeisen Bank Financial Advisory
- Int'l Labuan Reinsurance
- Norddeutsche Landesbank Girozentrale
- Korea Telecom
- Ministry of Finance, India
- Ministry of Power, Mainland China
- People's Bank-The Central Bank of Mainland China
- Bank of China
- World Economic Forum, Geneva
- IFCI Venture
- The Tata Group
- The Kaizen Fund
- The San Miguel Corporation
- Bank of the Philippine Islands
- GWK Builders & Engineering
- Heliconia Capital Management
- Sumitomo Mitsu Trust Bank
- 1 Cover Travel Insurance (Sydney)
- Daiwa Capital Markets Singapore Limited Nithya Partners (Sri Lanka)
- Lynear Wealth Management (Sri Lanka) MTD (China)
- Somerset Capital Management
- IDLC Investments Limited (Bangladesh)

...and many other organizations.

Private Equity Pro Partners: Course Material



Private Equity Pro Partners

Investment Banking Workshop


Date: 28 August – 1 September, 2010
Time: 9:00 AM – 5:00 PM
Venue: Bristol Hotel, Gurgaon
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

Masterclass: Venture Capital and Start-ups

Date: 31 August – 1 September, 2016
Time: 9:00 AM – 5:00 PM
Venue: Singapore
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

Masterclass: Excellence in Negotiating Term Sheets

Date: 1-2 December, 2017
Education Partner: CAIA Association
Mumbai
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners

Masterclass: Excellence in Private Equity

Date: 6th-7th February, 2013
Time: 9:00 AM – 5:00 PM
Venue: M Hotel, Singapore
Course Director: Mr Arvind P. Mathur, CFA, FRM
Chairman,
Private Equity Pro Partners
Email: arvind@peequity.com



Private Equity Pro Partners: Course Material



Private Equity Pro Partners

Masterclass: Excellence in Due Diligence



arvind@peequity.com
+91 9818394615

Private Equity Pro Partners

Masterclass: Excellence in Private Equity and Impact Investing



arvind@peequity.com
+91 9818394615

Private Equity Pro Partners

Masterclass: Excellence in Venture Capital, Angel Capital & Start-ups



arvind@peequity.com
+91 9818394615

Private Equity Pro Partners

MASTERCLASS: EXCELLENCE IN NEGOTIATING VENTURE CAPITAL & PRIVATE EQUITY TERM SHEETS



arvind@peequity.com
+91 9818394615

Private Equity Pro Partners

Masterclass: Excellence in Turnaround & Distressed Investing



arvind@peequity.com
+91 9818394615

Private Equity Pro Partners

MASTERCLASS: EXCELLENCE IN VALUATION FOR VENTURE CAPITAL, PRIVATE EQUITY & MERGERS & ACQUISITIONS



arvind@peequity.com
+91 9818394615

Masterclass Fixed Income Strategies & Techniques

Course Description

This course is designed for both entry level and advanced topics for fixed income and capital markets professionals in Asia. It is designed to cover the essential topics of fixed income including key computational methods for pricing, fixed income instruments, key investment strategies, credit risk analytics and hedging techniques and fixed income derivatives.

Conceptual understanding will be enhanced by relevant work examples and illustrations using specific Asian case studies.

Outcome of the Workshop

By the end of the course, delegates will be able to:

- Identify and describe the key fixed income characteristics, including interpreting the use of data and pricing implications.
- Understand the use of derivatives, fixed income futures & options, pricing swaps.
- Grasp the fundamentals of fixed income instruments and their key components.
- Understand the variety of risks in a bond portfolio and the key hedging methods.
- Develop a practical knowledge of fixed income investment strategies from asset allocation, capital structure arbitrage to immunization techniques.

Date: 15th-16th November, 2011

Venue: Raffles City Convention Centre Singapore

Tuition Fee: USD 2,400

Time: 9:00am - 5:00pm per day

Language: English

Length of Course: 2 Days

For More information: Felicia Kong

Tel: 852 2573 6078

or email: training@paeasat.com

Masterclass: Excellence in Private Equity & Deal Structuring

Overview:

The advent of the \$ 300 billion mega funds such as Softbank necessitates a strong understanding of private equity and deal structuring for all players in the financial ecosystem, including the staff of sovereign wealth funds. Besides fund managers, small, growing companies, as well as established corporates need private equity or venture capital to fund their growth strategies. Private equity is now intricately linked to mergers and acquisition and buyout transactions in complex ways. For example, a small firm can now acquire a much larger firm.

This practical course is presented from three standpoints: Firstly, from the point of view of private equity funds, secondly, from the standpoint of companies and entrepreneurs who are seeking private equity and venture capital and thirdly on deal structuring solutions. Case studies of private equity transactions in China and other Asian countries like India, Indonesia, Malaysia, Thailand, Taiwan and Singapore will be used. A case study on Softbank's investment strategy will be reviewed.

The Master class will cover several deal structuring techniques relating to private equity, venture capital and buyout deals. Deal structuring issues and solutions will be illustrated and discussed for various stages and components of private equity transactions. Deal structuring diagrams will be used to maximize clarity of understanding.

On Day 1, participants will learn how private equity funds are established in conformity with global best practice, how investments are selected by fund managers, how due diligence is performed, how fund managers add value to portfolio companies and how investments are exited. On Day 2, participants will learn the investment strategies of buyout funds and how buyouts and leveraged buyouts are structured and executed. The methods of selling and investing in distressed companies will be explained. Advanced exit methods will be explained.

Outcome

- Understand how private equity and venture capital funds are established;
- Master the operations of private equity and venture capital funds and how value is added;
- Understand deal structuring techniques;
- Appreciate how entrepreneurs and companies raise private equity and venture capital;
- Grasp the legal and underlying principles of private equity and venture capital valuation;
- Understand buyouts and leveraged buyouts, their use and structuring;
- Learn how to invest in, or sell distressed assets;
- Understand private equity trends and deal structures in China, India & South-East Asia.

Date: 29 & 30 April 2019
(Monday & Tuesday)

Time: 9:00am to 5:00pm

Venue: To be confirmed, Singapore

Course fee:

CFA Singapore member: S\$1,980* (Early bird fee)
S\$1,780* (Standard fee)

Non-member: S\$1,780* (Early bird fee)
S\$1,980* (Standard fee)

*Price before GST

*10% off Group Discount available
*Early bird fee valid till 1 April 2019

Course fee includes: Course materials, lunch & refreshments

Course Director:
Arvind P. Mathur, CFA, FRM

Eligible for FTS & SkillsFuture Credit

Programme code - P18004006

CE and CPD Hours: 14 hours

Private Equity | Venture Capital |
Buyouts | Funds | Case Studies |
Mergers & Acquisitions | Exit Strategies
| Valuation | Due Diligence

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arvind@peequity.com