



THE WEBINAR SERIES

LIST OF TRAINING PROGRAMMES

Designed for Investors and Startups as a panel discussion or keynote. Take a look at our Activities Calendar for when these programmes are on.

1. UNDERSTANDING OPEN INNOVATION
2. DISSECTING BALANCE SHEET AND INCOME STATEMENTS
3. CONDUCTING EFFECTIVE MONITORING
4. INTELLECTUAL PROPERTY (IP) AWARENESS
5. EXIT STRATEGIES
6. DOCUMENTATION
7. TERM SHEET
8. PROCESS AND PRINCIPLES OF ANGEL INVESTING
9. ANGEL INVESTOR ROLES & RESPONSIBILITIES
10. INTRODUCTION TO DESIGN THINKING
11. WINNING ATTRIBUTES OF AN ENTREPRENEUR
12. WINNING ATTRIBUTES OF AN ENTREPRENEUR

UNDERSTANDING OPEN INNOVATION

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

HR Directors involved in innovation initiatives

Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be given an introduction to open innovation and the 4 fundamentals:
 - Relational - Alignment of goals, establishing trust, sourcing etc.
 - Internal - corporate culture, innovation culture, legacy processes etc.
 - Stage - Startups or Scale-ups
 - Environment - Legislation, Tax, Geography etc.

6. COURSE OUTLINE

- Participants will be given an introduction to open innovation and the 4 fundamentals of Relational, Internal, Stage and Environment

DISSECTING BALANCE SHEET AND INCOME STATEMENTS

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

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3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will understand how to review financial statements and income statements to determine the value of an enterprise.

6. COURSE OUTLINE

- Learn how to review financial statements and income statements
- Learn to determine the value of an enterprise

CONDUCTING EFFECTIVE MONITORING

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

HR Directors involved in innovation initiatives

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3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be given an overview of the startup investment landscape in Malaysia and current investment trends. They will also be taught the importance of portfolio management , how to as well as available tools for that purpose.

6. COURSE OUTLINE

- Overview of the startup investment landscape and current investment trends
- Learn the importance of portfolio management
- Learn the tools for portfolio management

INTELLECTUAL PROPERTY (IP) AWARENESS

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

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Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants

6. COURSE OUTLINE

- Learn

EXIT STRATEGIES

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

HR Directors involved in innovation initiatives

Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will get to know the rationale for planning an exit, various exit strategies and relevant case studies.

6. COURSE OUTLINE

- Learn how to plan an exit strategy
- Learn from various case studies

DOCUMENTATION

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

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3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

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5. COURSE OBJECTIVE

- Participants will be briefed on the purpose and contents of the following documents:
 - Letter of Intent
 - Term sheet
 - Sale agreement
 - Shareholders Agreement
- Participants will also be notified of the areas they need to be aware of before, during and after investing

6. COURSE OUTLINE

- Learn how to document
- Learn which documents are required for each stage of the investment process

TERM SHEET

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

HR Directors involved in innovation initiatives

Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be briefed on the purpose and the standard contents of the term sheet. Will also cover some uncommon terms of term sheet.

6. COURSE OUTLINE

- Learn what is a Term Sheet

PROCESS AND PRINCIPLES OF ANGEL INVESTING

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

Corporate Managers responsible for innovation and

HR Directors involved in innovation initiatives

Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be briefed on the state of angel investment in Malaysia and regionally and how and why one should consider angel investment.

6. COURSE OUTLINE

- Overview of the state of angel investment
- Learn why to do angel investments
- Learn how to do angel investments

ANGEL INVESTOR ROLES & RESPONSIBILITIES

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

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HR Directors involved in innovation initiatives

Corporate Team Members involved in change and innovation initiatives

3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be briefed on the role of the different stakeholders in the ecosystem, the role of government and policy support for angel investment and how MBAN is driving awareness for angel investing

6. COURSE OUTLINE

- Learn the roles of different stakeholders
- Learn the role of government and policy support for angel investments
- Learn how MBAN is driving awareness for angel investing

INTRODUCTION TO DESIGN THINKING

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

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4. CERTIFICATION

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5. COURSE OBJECTIVE

- Participants will be given an introduction to Design Thinking, where they will get to explore the different contexts of a problem from the user's perspective. Then narrow in on the main problem and formulate solutions, or using a persona to formulate the problem statement before formulating solutions. Participants will learn the systematic approaches to come up with as many ideas as possible, create rapid prototypes, and test whether their solution is solving the problem in a desirable way.

6. COURSE OUTLINE

- Learn Design Thinking
- Learn how to identify problems and formulate solutions
- Learn the approaches used for Design Thinking

WINNING ATTRIBUTES OF AN ENTREPRENEUR

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

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All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be exposed to a panel sharing session by both investors and successful entrepreneurs on their investment journey from angel stage onwards.

6. COURSE OUTLINE

- Learn from both investors and successful entrepreneurs

CHALLENGES IN ANGEL INVESTMENTS

1. DURATION

2 Hours

2. TARGET GROUP (BY DESIGNATION)

Corporate C-Suites

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3. TARGETED INDUSTRY/INDUSTRIES

All industries

4. CERTIFICATION

This course has no certification

5. COURSE OBJECTIVE

- Participants will be briefed on the state of angel investment in Malaysia and regionally. Participants will also be briefed on what is the potential risk in angel investment and possible mitigating actions that angel investors can take to minimize the risk.

6. COURSE OUTLINE

- Overview of the state of angel investment
- Learn what are the risks in angel investment
- Learn the ways to minimize risks