Mastering Private Equity

Transformation via Venture Capital, Minority Investments and Buyouts

By Claudia Zeisberger, Bowen White, and Michael Prahl

USE THIS FOR

See the deal as a sequence of decisions from sourcing to exit.

CORE MOVES

- Define the investment thesis before building the model.
- Tie every value-creation claim to an operating driver.
- Separate management execution risk from market risk.
- Test whether the exit works without multiple expansion.

QUICK DRILL

Write a four-line deal map with the entry reason, operating change, main risk, and exit route. Remove any claim that cannot be measured.

BEFORE THE ROUND

- [ ] State the entry case
- [ ] Name the owner action
- [ ] Quantify the risk
- [ ] Specify the exit

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YOUR NOTES

Apply one idea to your submission. Write the claim and the number that supports it. Then record the risk.