

Master class: Secrets and tricks of the venture industry: what you won't learn by reading books and visiting conferences.

Vlad Pavlov

About presenter:

Vlad Pavlov is a serial entrepreneur and global high-tech executive who served on CxO/Director positions for a wide range of companies from seed-stage startups, to Microsoft and Intel, to \$ 1 bln. venture fund; in the USA, EU, Ukraine and Russia.

Vlad Pavlov has authored major patents and publications (in 2006 was included into ACM Top-10 list) and is a frequent speaker at industrial and scientific conferences. Mr. Pavlov is a Senior IEEE member, Chair-Emeritus at CEE-SECR, his biography is published in Marquis' Who's Who in the World.

Description:

In 2015 there were over 1200 venture funds in the USA, they employed about 6,000 people and managed over \$ 160 bln. It's a large, mature industry. But what do outsiders know about it? On the one hand, the world of venture investments attracts constant attention from the media; journalists and bloggers love to cover multimillion investment deals and sky-rocketing startup valuations. On the other hand, this world has a lot of unwritten rules and unspoken secrets, many of which seem to contradict the general public's conventional wisdom.

What happens inside the venture industry? What surprises should a novice expect here? What are the rules and traditions of the VC game? Why might the PR optics be so different from the reality in venture industry? What are the causes of the dialectical turbulences in the VC world, and what are their practical consequences? Attend this workshop to learn the answers to these and many other questions about the inner workings of the venture industry.