



# Private Equity & Venture Capital

**SPECIALIZED ACADEMIC TRACK**

**NORTHWESTERN UNIVERSITY**



## The buyout and venture capital industries are more competitive than ever. Kellogg students relish the challenge.

They routinely win case competitions — including Wharton's LBO Challenge, the ABI corporate restructuring competition and the JP Morgan M&A Challenge — against other top business schools. Their professors — passionate educators and serious scholars — comprise one of the world's top finance research groups.

The Private Equity and Venture Capital tracks give students a strong, targeted curriculum, a solid foundation in relevant topics and unparalleled experiential learning opportunities.

### **THE PRIVATE EQUITY AND VENTURE CAPITAL TRACKS**

The Private Equity and Venture Capital tracks consist of a series of courses that focus on specific buyout and venture-capital functions, case studies and recent developments in the industries.

Students on the PE/VC track typically take a finance course during their first quarter. They plan their schedules carefully to make room for the networking activities and summer-internship interviews that occur during the first academic year. The program offers a variety of core and elective courses, with majors available in finance, analytical finance, and entrepreneurship and innovation.

### **BEYOND THE CLASSROOM**

At Kellogg, business education begins — but does not end — in the classroom. Students enjoy many opportunities to lead and network through more than 80 student clubs that sponsor conferences, seminars, competitions, corporate projects and service opportunities.





The PE/VC Club is led by enthusiastic students with industry experience. Throughout the school year, the club hosts special training seminars; competitions; speakers from private equity and venture capital firms; academic “Treks” to business centers, including New York City, Chicago and the Bay Area; and social events organized by club leaders.

Together with the Distressed Management, Investment Banking, Capital Markets, JD-MBA, and Entrepreneurship Clubs, the PE/VC Club also gives students access to some of the world’s foremost financiers and investors.

Each year, Kellogg hosts the Private Equity and Venture Capital Conference, a popular event that brings leaders from the venture capital and leveraged buyout industries to Kellogg.

### **THE WORLD IS YOUR NETWORK**

Venture Lab and Buyout Lab, which are sponsored by the Heizer Center for Private Equity and Venture Capital, offer students an opportunity to immerse themselves in the PE/VC community via a quarter-long internship with venture capital or private equity firms.

Each week in the Case Studies in Venture Capital class senior members of a VC fund lead a case analysis of a deal their fund executed. The Wall Street, Hedge Funds and Private Equity class hosts senior private equity or hedge fund managers almost every week.

More than 50,000 strong, the Kellogg alumni network spans six continents. The school’s collaborative culture builds personal and professional bonds that last a lifetime.

## Courses in the Private Equity track

- Private Equity and Venture Capital
- Buyout Lab
- The Human Element in Private Equity Investing
- Negotiations
- Managing Turnarounds
- Financial Strategy & Tax Planning
- Wall Street, Hedge Funds and Private Equity
- Financial Modeling for Leveraged Buyout Transactions

## Courses in the Venture Capital track

- Private Equity and Venture Capital
- Venture Lab
- Case Studies in Venture Investment
- Negotiations
- Management of Technology
- Technology Marketing
- Intellectual Capital Management

**Detailed information on recommended courses is available at [kellogg.northwestern.edu/finance/curriculum/pevc](http://kellogg.northwestern.edu/finance/curriculum/pevc)**





“The Kellogg School’s rigorous, cross-functional education has evolved significantly over the years and has produced world-class, financial-minded entrepreneurs who are highly skilled and active networkers. The heavy group interaction and student ownership of initiatives instilled in Kellogg students from day one help advance the critical networking, leadership and interpersonal skills necessary in the venture world.”

**PROMOD HAQUE '83**

**MANAGING PARTNER, NORWEST VENTURE PARTNERS**

## Kellogg alumni are prominent PE/VC professionals

**Peter Peterson** Senior Chairman,  
Blackstone

**Gizman Abbas** Partner, Apollo  
Management

**Pat Eilers** Managing Director,  
Madison Dearborn Capital Partners

**Steve Foster** Partner, Altira Group LLC

**Promod Haque** Managing Partner,  
Norwest Venture Partners

**Beth Hoffman** Principal, Berkshire  
Partners

**Matt McCall** Managing Director,  
Draper Fisher Jurvetson Portage  
Venture Partners

## Recent PE/VC graduates are helping to shape the industry's future

**Savinay Berry** Vice President, Granite  
Ventures

**James Dimitri** Vice President, Welsh,  
Carson, Anderson & Stowe

**Brendan Tansill** Vice President,  
CCMP Capital

**Joe Dwyer** Senior Associate,  
OCA Ventures

**Ram Jagannath** Senior Associate,  
The Carlyle Group

**Laura Lester** Vice President, Code  
Hennessey & Simmons

### LEARN MORE

For more information about the Heizer Center for Private Equity and Venture Capital, please contact Mitchell Petersen, Director

[kellogg.northwestern.edu/research/heizer](http://kellogg.northwestern.edu/research/heizer)

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PE track, please contact David Stowell at **847.491.3562**.

VC track, please contact Yael Hochberg at **847.491.3562**.

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[kellogg.northwestern.edu/finance/curriculum/pevc](http://kellogg.northwestern.edu/finance/curriculum/pevc)

For more information about admissions and financial aid, please call **847.491.3308**.

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School of Management

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**NORTHWESTERN**  
UNIVERSITY

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