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How Venture Capitalists Think

Building an Investable Company - and Winning Venture Capital

23 September 2026, 09.00–13.00 CET
Kyiv Aviation Institute

*"Investors don't finance great ideas. They finance
founders who can build extraordinary companies."*

Session is in **English**, via **Zoom** and **free** / Link for registration: <https://forms.gle/VHseTsTsgLfKTW4XA>

Why attend?

Thousands of startups seek venture capital every year, yet only a small fraction succeed. The difference is rarely technology alone.

Successful founders understand **how investors think, what makes a company investable, and how investment decisions are actually made.**

This focused four-hour online workshop provides a practical introduction to the venture capital journey — from preparing your company and approaching investors to developing a compelling pitch and starting the investment conversation.

Who should attend?

- Entrepreneurs and startup founders
- Technology companies preparing to raise capital
- University spin-offs and research teams
- CEOs and executives of high-growth companies
- Innovation managers and incubator participants

What will you learn?

Throughout the workshop we follow the complete venture capital journey. You will learn how to

- think like professional investors and investment committees;
- understand what makes startups investable;
- prepare and execute a successful fundraising strategy;
- develop compelling investor presentations and pitch decks;
- communicate the business opportunity, strategy and financial potential; and
- understand what happens when the investor conversation begins.

Workshop Format

A highly interactive executive workshop combining international venture capital experience, real investment case studies, practical fundraising strategies and open discussion.

The focus is not on theory—but on understanding how investment decisions are actually made.

Christian Schopper is corporate finance adviser, investment banker and member of various visiting faculties with almost four decades of international experience advising banks, listed companies, entrepreneurs, governments and investors across Europe and beyond.