



The Deal Room

Make the first deal

In Association



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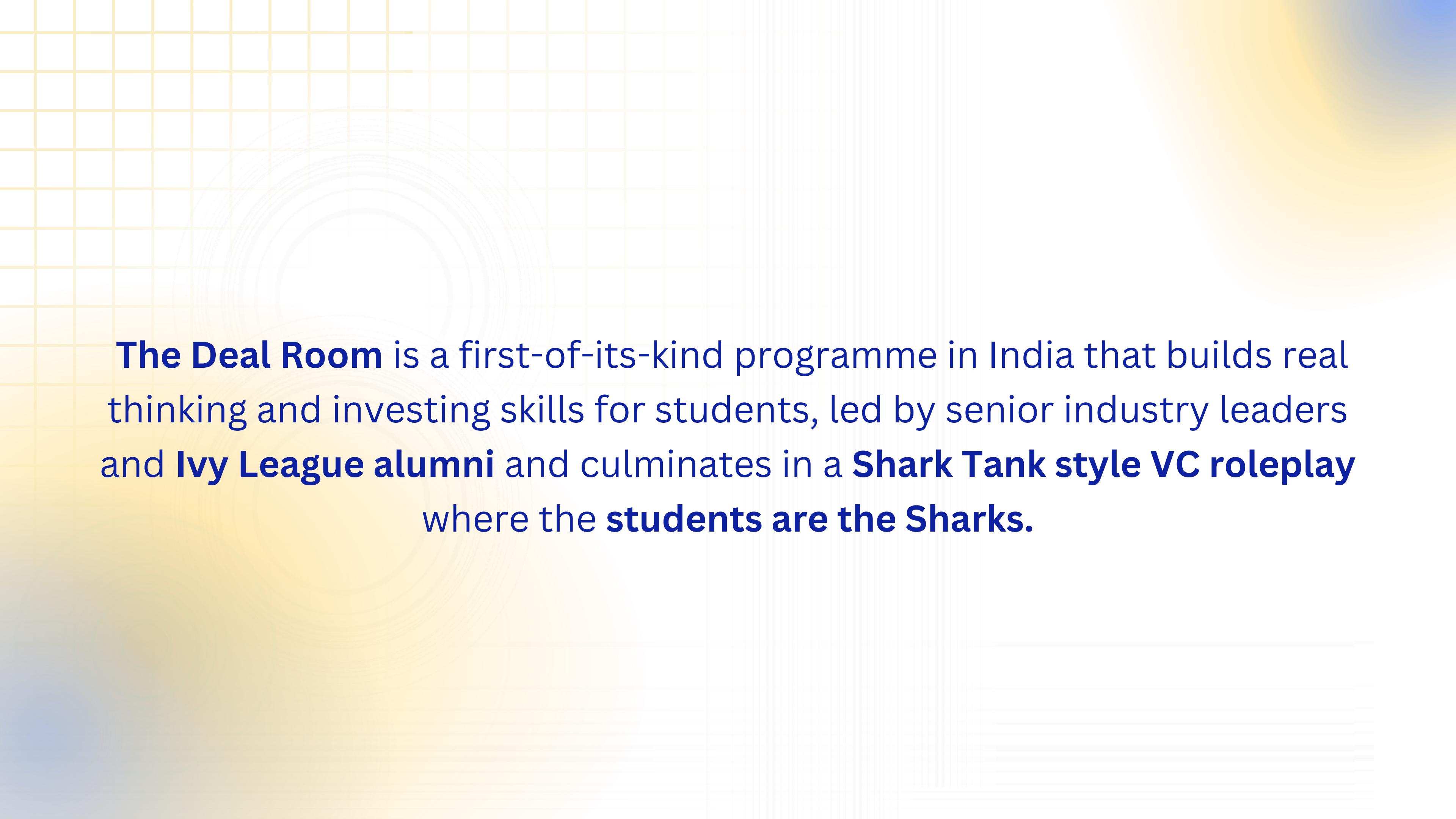
2 Day
Immersion

Practitioner Lead
Session & Project

CV Building

Industry
recognised
skills





The Deal Room is a first-of-its-kind programme in India that builds real thinking and investing skills for students, led by senior industry leaders and **Ivy League alumni** and culminates in a **Shark Tank style VC roleplay** where the **students are the Sharks**.

Day 1 - Building the Basics

01



Risk–Return Trade-off

Would you invest in
Tata Power or
Eternal?

02



Reading the Financial Story of a Business

What do revenue,
profit and cash
actually tell us
about business
health?

03



Valuation vs Accounting – A shift in perspective

Can you really
project the future
from the past?

04



VC vs Other Careers in Finance

Typical careers in
finance and the
differences among
them and how to
enter in it.

05



The Venture Capital Mindset

What VCs see in a
pitch deck?

Day 2 - Venture Capital in Action

06



Operating & Financial Leverage at Work

Why do VC funds back loss making companies?

07



Evaluate the deal discussion

Case studies of how to assess companies like a real investor.

08



Real capstone project

Shark Tank-style simulation where students are the Sharks, analyse businesses, question founders, and deliver an investment decision.

What students get

01

Industry connect

Meet and interact with investors and senior industry leaders

02

Job-ready skills

Build skills that translate across roles: structured thinking, business analysis, communication, and decision-making.

03

LORs and Certificates

Merit-based LORs and certificates for top performers in the programme.

04

Exposure day

Top performers get a chance to visit and observe how a fund works.



Mentors



Mr. Rajat Kumar [in](#)

Nandan Capital | Ex-
McKinsey | Wharton Alum



Mr. Mayank Kapoor [in](#)

VP Leena AI | Alumn IIT Delhi
& MIT



Mr. Siddhant Gupta [in](#)

Founder, Himland Capital | Ex-VP Sixth
Sense

Eligibility criteria and fees

- **Eligibility:** College students (stream agnostic)
- Students will be required to be on campud from **9:00 AM to 5:00 PM** on both days

Programme Fee

INR 15000 + GST



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Contact Us



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Location

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Veriseek Education

Example situation

OatMighty, founded in 2023 by Shruti Gupta (IIT Delhi and IIM Ahmedabad alumnus), is India's first flavour-led, high-protein oats brand for individuals who want a healthy yet delicious breakfast. The ready-to-mix range delivers a protein-packed meal that is not bland or boring, and can taste closer to dessert than diet food. Operating for just over two years, OatMighty sells business-to-consumer in the food and cereals category, with only a few similar-stage rivals. Its moat is clear: better taste and flavour innovation, backed by strong nutritional content. The obtainable market is estimated at 500 crore over the next few years, with headroom for a scaled national brand.

Particulars	Year 1 (Rs)	Year 2 (Rs)
Items	10,000	20,000
Value per item	1,000	1,000
Total revenue	10,000,000	20,000,000
Total Cost of Goods Sold	7,500,000	15,000,000
Gross profits	2,500,000	5,000,000
Less: Research and Development	1,000,000	
Less: Salaries	300,000	300,000
Less: Marketing	2,000,000	5,500,000
Less: Rent	300,000	300,000
EBITDA	-1,100,000	-1,100,000
Interest cost	0	0
PBT (Profit Before Tax)	-1,100,000	-1,100,000
PBT % / Revenues	-11.00%	-5.50%

Ask: INR 5 cr for 20% stake