

ilpa institute



2021

ILPA Institute

**Executive Education and Development
for LPs by LPs**





Welcome to the **ILPA Institute.**

Established in 2009, the ILPA Institute is the world's premier executive education and development program designed exclusively for limited partners investing in private markets.

Rooted in a philosophy of practical skill development and peer learning, the ILPA Institute has trained thousands of LPs – helping them to achieve greater success in their professional work.

What Makes the ILPA Institute Different?

Designed for LPs, by LPs

ILPA Institute courses are designed (in consultation with ILPA members and industry experts) to address the unique challenges faced by LP professionals and their organizations.

Improved Capabilities Benefiting Both Individual and Organization

The goal of every ILPA Institute course is to provide participants with the skills and the knowledge they need to return to their role more capable of improving individual and organizational outcomes.

Interactive Curriculum for Professional Learners

ILPA Institute courses are built for professional learners. Faculty members ensure that courses take advantage of lectures, interactive sessions and group discussions.

World-Class Practitioner Faculty

ILPA Institute faculty are private market experts with leadership and operational experience at LP, GP and service provider organizations.

Options for Every LP Professional

With multiple course categories and delivery formats, the ILPA Institute provides education and development at each stage of the professional journey and in formats convenient to participants' schedule and learning preference.



Designed for LPs, by LPs

Our course offerings place the LP professional squarely at the center of story, delivering targeted knowledge and skills to address the unique challenges of private markets investing as a limited partner.

The ILPA Institute is designed for professionals from all types of LP organizations including those from development institutions, endowments and foundations, family offices, insurance companies, public and private pensions, sovereign wealth funds and superannuation funds.

Participants utilize ILPA industry resources in their study (including ILPA Principles, Fee and Expense Reporting Template and the Due Diligence Questionnaire among others) establishing competencies to apply in their day-to-day roles and experience.

Improved Capabilities Benefiting Both Individual and Organization

ILPA Institute participants gain more than industry knowledge, they acquire the practical skills needed to improve individual behaviors and organizational processes and systems, accruing benefits to themselves as LP professionals and to their LP organization.

97%

97%+ of alumni report that they have adopted a positive change to how they perform their work after attending an ILPA Institute course.

Institute Alumni Report Returning to Their Role With



Confidence to work across functions and teams



Increased productivity and work quality



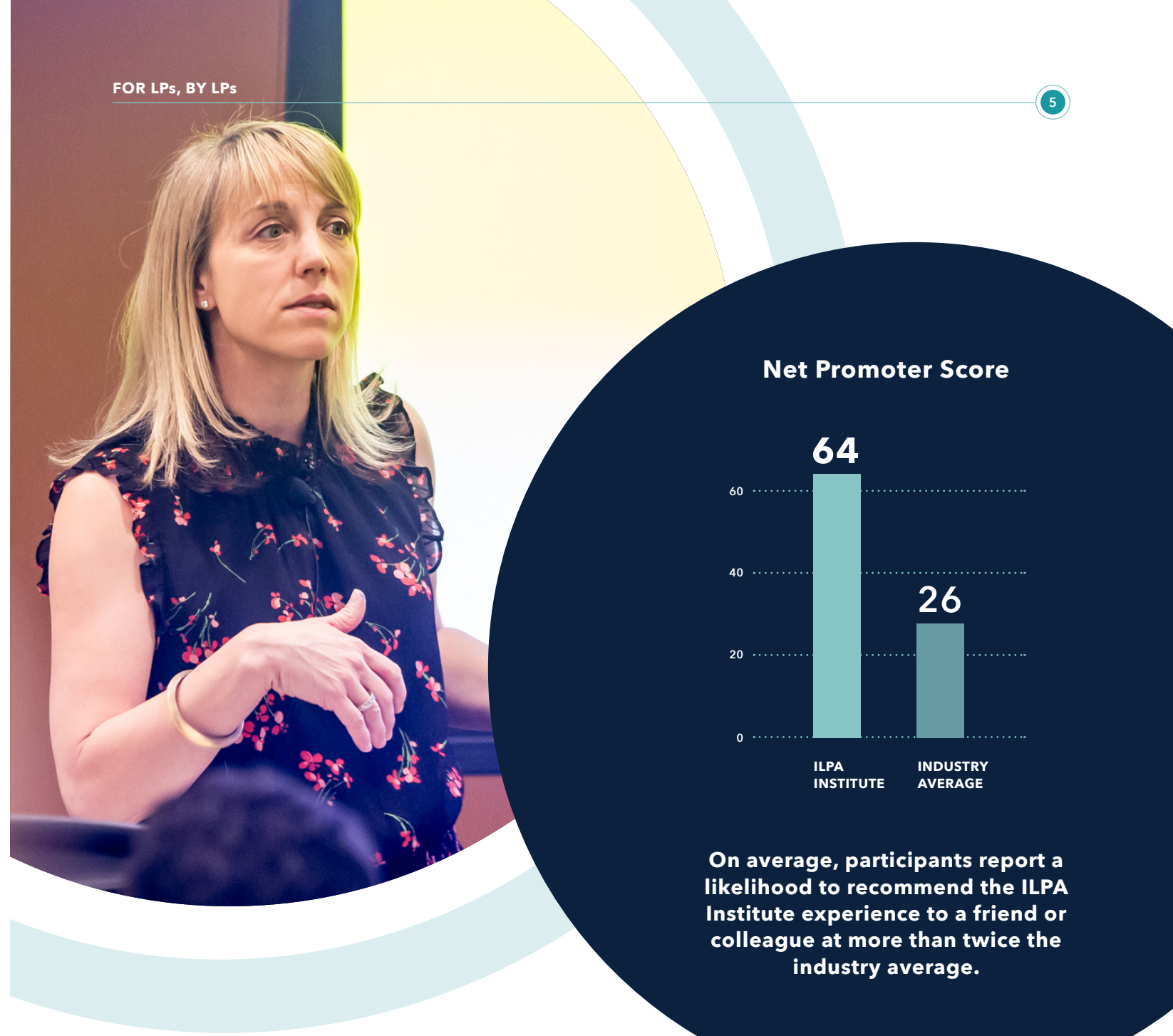
Decreased risk associated with work



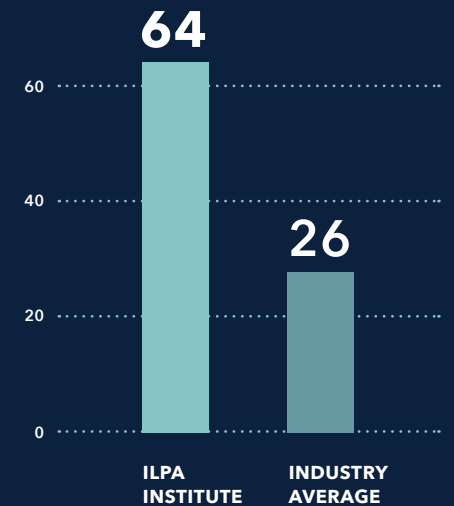
Improved interpersonal and relationship skills

1 week

50% of ILPA Institute participants were able to apply what they learned within one week, 87.5% within four weeks, 100% within five-six weeks.



Net Promoter Score



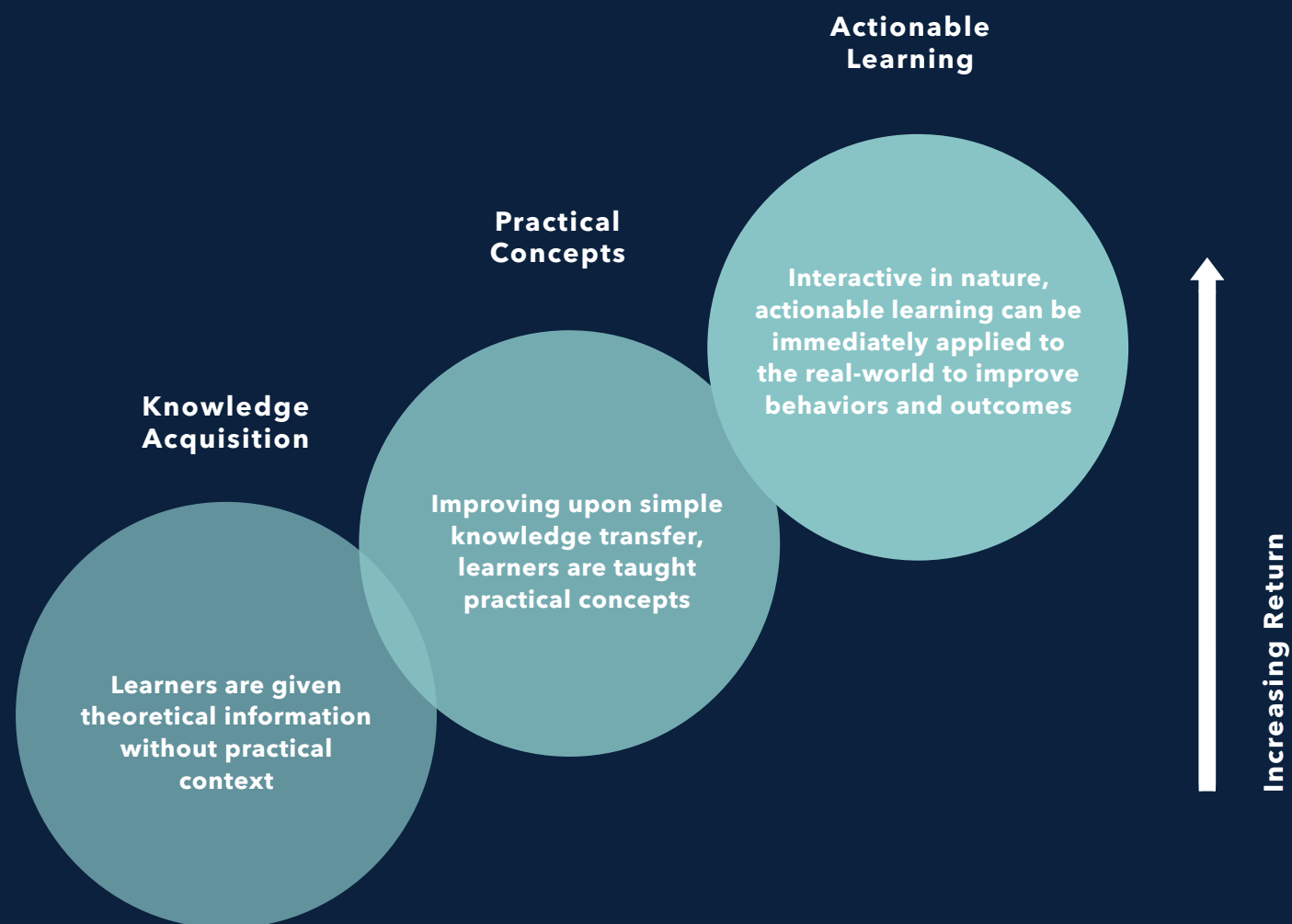
On average, participants report a likelihood to recommend the ILPA Institute experience to a friend or colleague at more than twice the industry average.

Since taking the ILPA Institute program, my **job performance has improved substantially**, and I was able to apply what I learned when evaluating investment opportunities. In particular, the legal portion of the training allowed me to participate in the legal negotiation calls, of which I am usually a listener only.

Investment Officer, Public Pension

Interactive Curriculum for Professional Learners

ILPA Institute courses are designed for actionable learning and built for the professional learner. Incorporating best practices in adult learning and development, classes leave participants with a deeper understanding of their role and the skills needed to optimize their behavior, operations and systems to best serve their LP organization.

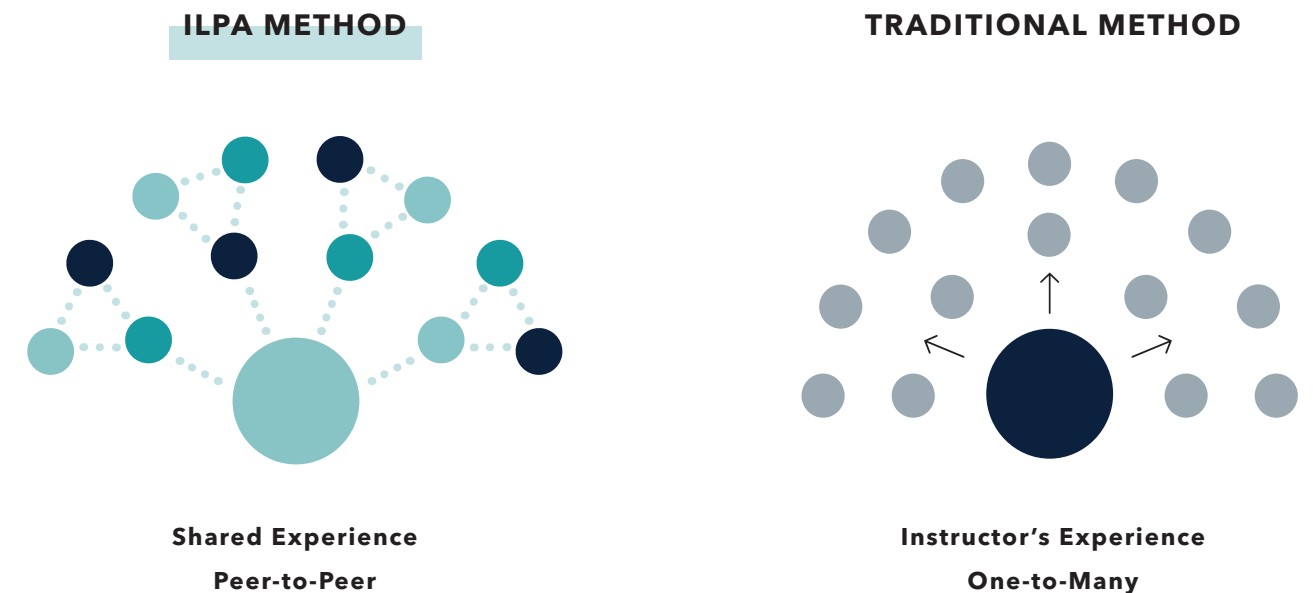


World-Class Practitioner Faculty

ILPA's Institute faculty is comprised of veteran LP practitioners and subject-matter experts who possess real-world expertise and a deep understanding of their subject, all of which they bring to every classroom.

Beyond simply offering the benefit of their individual expertise, ILPA Institute faculty cultivate an experience where participants are encouraged to contribute their own successes and challenges, creating an environment where the full classroom contributes and benefits.

The end result is a unique classroom conversation from which participants emerge with best-in-class skills as well as an understanding of the context and circumstances in which to deploy those skills to maximum effect.



Options for Every LP Professional

The ILPA Institute offers a wide variety of course types and delivery formats to suit the needs and preferences of our participants. Courses are designed to provide both broad and general exposure to a topic as well as the opportunity for a deep and intense focus on more technical subjects.

Course Types Offered

INTRODUCTORY

Courses that establish, refresh or reinforce key terms and concepts foundational to private markets investing. Especially helpful to those participants who may be new to (or in the process of deepening their understanding) of a topic. **Participants leave class with the fluency they need to work more effectively within their LP organizations.**

INTENSIVE

Courses that offer a deep dive into a particular topic or aspect of private markets investing. Narrower in scope, intensive courses cover topics in significant detail, allowing for mastery of the subject. **Participants leave with both new subject matter specific skills and the ability to incorporate those skills into their organization to improve outcomes.**

COMPREHENSIVE

Courses that provide a thorough examination of the context, issues and challenges most essential to the class topic. Participants benefit from the format of materials and structure of exercises, ensuring time is exclusively focused on critical skills and conversations. **Participants leave with a complete understanding of the course subject and the ability to immediately apply their knowledge and skills to their respective roles.**

ADVANCED PRACTICE

Courses that combine private markets investment challenges with more general and executive skills such as communication, negotiation, staff management, etc. Courses are centered around difficult situations that LPs encounter which require more than subject matter expertise to resolve. **Participants will leave having practiced skills against challenging scenarios they will face in their daily work.**

Delivery Formats

All classes (other than asynchronous) are delivered live, either in-person on location, or virtually via Zoom or a similar technology.



Self-paced, asynchronous courses



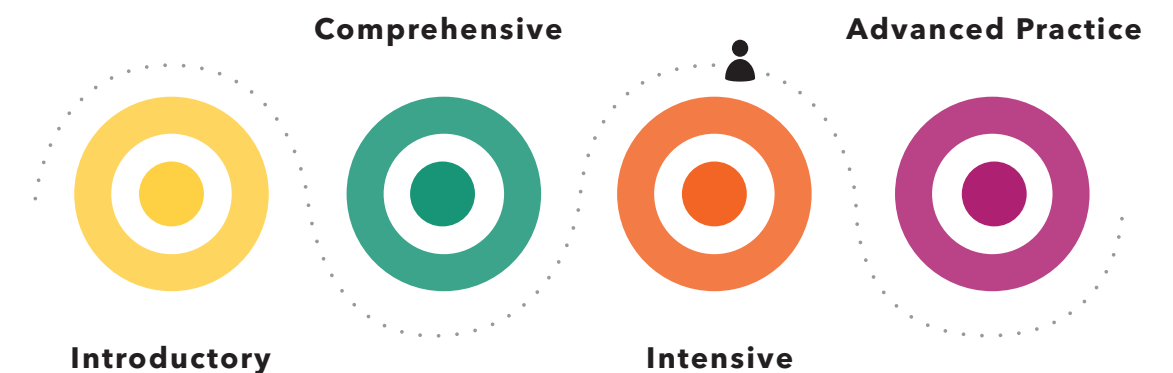
Classes with multiple LP organizations in attendance



Classes for a single LP organization

For more information on course formats and locations, contact ILPA education at education@ilpa.org or [visit ilpa.org](https://www.ilpa.org)

Typical Lifecycle of ILPA Institute Courses



Why Register for an ILPA Institute Course?

ILPA Institute alumni represent every type of LP professional and those external stakeholders intimately invested in the success of the LP organization. Each of these unique participants have shared the benefits they have accrued from ILPA Institute courses.

Participant Profile

New to the Asset Class

The comprehensive program is an excellent introduction to the PE asset class and a great opportunity to those new to the industry to acquire skills and network with their peers.

CFO, Public Pension

Participant Profile

External Stakeholder

Interacting with the panelists and other participants was valuable to me as a Trustee. The ILPA curriculum provided great insights into the current PE market and regulations, and the handouts equipped me with take-aways that I can apply to my role and interactions with our LP.

Trustee, Sovereign Wealth Fund

Participant Profile

Operations and Supporting Staff

The ILPA curriculum delivered upon its promise to provide us with a concentrated look at the asset class. The speakers were all excellent and the segments relevant and useful. The case study was one of the best group exercises that I've participated in at any such seminar in my career. I would recommend this program to my peers.

Managing Director, Operations, Endowment

Participant Profile

Experienced Private Equity Investor

Overall, the ILPA Institute programs and education are excellent! The quality of instruction and peers was superb.

Investment Officer, Public Pension

How to Register

Connect With ILPA Today

education@ilpa.org
www.ilpa.org

Washington DC | Toronto, ON

About ILPA

The Institutional Limited Partners Association (ILPA) engages, empowers and connects limited partners to maximize their performance on an individual, institutional and collective basis.

With 550+ member organizations representing more than 2 trillion USD of private equity assets under management, ILPA is the only global association dedicated exclusively to advancing the interests of LPs and their beneficiaries through best-in-class education, content, advocacy and events.

