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# Venture Capitalists At Work How Vcs Identify And Build Billion Dollar Successes Tarang Shah

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Mastering the VC Game HarperCollins Leadership  
An unforgettable story of four women who, through grit and ingenuity, became stars in the cutthroat, high-stakes, male dominated world of venture capital in Silicon Valley, and helped build some of the foremost companies of our time. In Alpha Girls, award-winning journalist Julian Guthrie takes readers behind the closed doors of venture capital, an industry that transforms economies and shapes how we live. We follow the lives and careers of four women who were largely written out of history - until now. Magdalena Yesil, who arrived in America from Turkey with \$43 to her name, would go on to receive her electrical engineering degree from Stanford, found some of the first companies to commercialize internet access, and help Marc Benioff build Salesforce. Mary Jane Elmore went from the corn fields of Indiana to Stanford and on to the storied venture capital firm IVP - where she was one of the first women in the U.S. to make partner - only to be pulled back from the glass ceiling by expectations at home. Theresia Gouw, an overachieving first-generation Asian American from a

working-class town, dominated the foosball tables at Brown (she would later reluctantly let Sergey Brin win to help Accel Partners court Google), before she helped land and build companies including Facebook, Trulia, Imperva, and ForeScout. Sonja Hoel, a Southerner who became the first woman investing partner at white-glove Menlo Ventures, invested in McAfee, Hotmail, Acme Packet, and F5 Networks. As her star was still rising at Menlo, a personal crisis would turn her into an activist overnight, inspiring her to found an all-women's investment group and a national nonprofit for girls. These women, juggling work and family, shaped the tech landscape we know today while overcoming unequal pay, actual punches, betrayals, and the sexist attitudes prevalent in Silicon Valley and in male-dominated industries everywhere. Despite the setbacks, they would rise again to rewrite the rules for an industry they love. In Alpha Girls, Guthrie reveals their untold stories.

## **Becoming a Venture Capitalist**

In eBOYS, Randall Stross takes us behind the scenes and inside the heads of the gutsy entrepreneurs who are financing the hottest businesses on the Web. The six tall men who started Benchmark, Silicon Valley's most exciting venture capital firm, put themselves at the cutting edge of the new

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economy by backing billion dollar start-ups like eBay and Webvan. The risks were enormous--but the rewards have proven to be staggering. Within two years, eBay's net worth grew from \$20 million to more than \$21 billion, while each Benchmark founding partner saw his own personal net worth soar by hundreds of millions of dollars. For two roller-coaster years, Stross had total access not only to Benchmark's executives but to the companies they financed. He was a fly on the wall as fortunes were made in an instant, snap decisions got locked in, and new ventures took off--and sometimes crashed. Here are the testosterone-pumped conversations, round-the-clock meetings, and gutsy deals that launched the eBoys and their clients into the stratosphere of mega-wealth. Written like a novel but absolutely true, eBOYS brings to vivid life the glory days of the greatest business adventure of our time.

#### The Man Who Knew John Wiley & Sons

Achieve annual returns of 25% or more with a well-designed angel portfolio Written by David S. Rose, the founder of Gust—the global platform that powers the world of organized professional angel investing—Angel Investing is a comprehensive, entertaining guide that walks readers through every step of the way to becoming a successful angel investor. It is illustrated with stories from among the 90+ companies in which David has invested during a 25 year career as one of the world's most active business angels and includes instructions on how to get started, how to find and evaluate opportunities, and how to pursue and structure investments to maximize your returns. From building your reputation as a smart investor, to negotiating fair deals, adding value to your

portfolio companies and helping them implement smart exit strategies, David provides both the fundamental strategies and the specific tools you need to take full advantage of this rapidly growing asset class. He details the advantages of joining an angel group, explains how seed and venture funds can help leverage an investor's resources, and reveals how recent regulatory changes and new online platforms are making startup investing accessible to millions of Americans. Making money is no longer about sitting back and reading stock listings, David says. It is now about being part owner of an exciting startup that can be fun and financially rewarding. Angel Investing teaches investors how to carefully select and manage investments, establish a long term view, and approach angel investing as a serious part of an alternative asset portfolio while also enjoying being an integral part of an exciting new venture.

#### Alpha Girls Harvard Business Press

Super Founders uses a data-driven approach to understand what really differentiates billion-dollar startups from the rest—revealing that nearly everything we thought was true about them is false! Ali Tamaseb has spent thousands of hours manually amassing what may be the largest dataset ever collected on startups, comparing billion-dollar startups with those that failed to become one—30,000 data points on nearly every factor: number of competitors, market size, the founder's age, his or her university's ranking, quality of investors, fundraising time, and many, many more. And what he found looked far different than expected. Just to mention a few: Most unicorn founders had no industry experience; There's no disadvantage to being a solo founder or to being a non-technical CEO; Less than 15% went through any kind of accelerator program; Over half had strong competitors when starting--being first to market with an idea does not actually matter. You will also hear the stories of the early days of billion-dollar startups first-hand. The book includes exclusive interviews with the founders/investors of Zoom, Instacart, PayPal, Nest, Github, Flatiron Health, Kite Pharma, Facebook, Stripe, Airbnb,

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YouTube, LinkedIn, Lyft, DoorDash, Coinbase, and Square, venture capital investors like Elad Gil, Peter Thiel, Alfred Lin from Sequoia Capital and Keith Rabois of Founders Fund, as well as previously untold stories about the early days of ByteDance (TikTok), WhatsApp, Dropbox, Discord, DiDi, Flipkart, Instagram, Careem, Peloton, and SpaceX. Packed with counterintuitive insights and inside stories from people who have built massively successful companies, Super Founders is a paradigm-shifting and actionable guide for entrepreneurs, investors, and anyone interested in what makes a startup successful.

The Business of Venture Capital Penguin  
"Venture Capital" - der praktische Leitfaden, der kleinen und mittelständischen Unternehmern zeigt, wie sie den richtigen Wagniskapitalgeber finden, der ihrem Unternehmen zum Aufstieg verhilft. Das Buch basiert zum großen Teil auf ausführlichen Interviews mit den Hauptakteuren im Venture Capital Bereich sowie mit Geldmanagern und Unternehmern, die mit ihnen erfolgreich zusammengearbeitet haben. "Venture Capital" enthält nützliche Hinweise, wie Sie ihr Unternehmen für Wagniskapitalgeber attraktiv machen, wie Sie sich beim Aushandeln eines Vertrages schützen, wie Sie eine Beziehung mit Wagniskapitalgebern pflegen, wenn der Vertrag erst einmal unterschrieben ist, usw., usw. Darüber hinaus erklärt Autor Joel Cardis dem Leser, wie Wagniskapitalgeber denken und hilft ihm, die Dinge aus ihrer Perspektive zu betrachten. Joel Cardis ist ein erfahrener Experte auf diesem Gebiet; er berät Fortune 500 Unternehmen und mittelständische Unternehmen bei einer Vielzahl von Fragen zur Kapitalbeschaffung und Unternehmensgründung.

Venture Capital For Dummies John Wiley & Sons

Secure venture capital? Easy. Getting a business up and running or pushing a brilliant product to the marketplace requires capital. For many entrepreneurs, a lack of start-up capital

can be the single biggest roadblock to their dreams of success and fortune. Venture Capital For Dummies takes entrepreneurs step by step through the process of finding and securing venture capital for their own projects. Find and secure venture capital for your business Get your business up and running Push a product to the marketplace If you're an entrepreneur looking for hands-on guidance on how to secure capital for your business, the information in Venture Capital For Dummies gives you the edge you need to succeed.

Raising Venture Capital for the Serious Entrepreneur Currency

"Exceptional . . . Deeply researched and elegantly written . . . As a description of the politics and pressures under which modern independent central banking has to operate, the book is incomparable."  
—Financial Times The definitive biography of the most important economic statesman of our time, from the bestselling author of The Power Law and More Money Than God Sebastian Mallaby's magisterial biography of Alan Greenspan, the product of over five years of research based on untrammelled access to his subject and his closest professional and personal intimates, brings into vivid focus the mysterious point where the government and the economy meet. To understand Greenspan's story is to see the economic and political landscape of our time—and the presidency from Reagan to George W. Bush—in a whole new light. As the most influential economic statesman of his age, Greenspan spent a lifetime grappling with a momentous shift: the transformation of finance from the fixed and regulated system of the post-war era to the free-for-all of the past quarter century. The story of Greenspan is also the story of the making

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of modern finance, for good and for ill. Greenspan's life is a quintessential American success story: raised by a single mother in the Jewish émigré community of Washington Heights, he was a math prodigy who found a niche as a stats-crunching consultant. A master at explaining the economic weather to captains of industry, he translated that skill into advising Richard Nixon in his 1968 campaign. This led to a perch on the White House Council of Economic Advisers, and then to a dazzling array of business and government roles, from which the path to the Fed was relatively clear. A fire-breathing libertarian and disciple of Ayn Rand in his youth who once called the Fed's creation a historic mistake, Mallaby shows how Greenspan reinvented himself as a pragmatist once in power. In his analysis, and in his core mission of keeping inflation in check, he was a maestro indeed, and hailed as such. At his retirement in 2006, he was lauded as the age's necessary man, the veritable God in the machine, the global economy's avatar. His memoirs sold for record sums to publishers around the world. But then came 2008. Mallaby's story lands with both feet on the great crash which did so much to damage Alan Greenspan's reputation. Mallaby argues that the conventional wisdom is off base: Greenspan wasn't a naïve ideologue who believed greater regulation was unnecessary. He had pressed for greater regulation of some key areas of finance over the years, and had gotten nowhere. To argue that he didn't know the risks in irrational markets is to miss the point. He knew more than almost anyone; the question is why he didn't act, and whether anyone else could or would have. A close reading of Greenspan's life provides fascinating answers to these questions, answers whose lessons we would do well

to heed. Because perhaps Mallaby's greatest lesson is that economic statesmanship, like political statesmanship, is the art of the possible. *The Man Who Knew* is a searching reckoning with what exactly comprised the art, and the possible, in the career of Alan Greenspan.

**How Venture Capital Works** Apress  
Experts in public economics and financial economics discuss the special role of venture capital and if public policy should promote the venture capital industry; empirical and theoretical perspectives are developed. The existing literature in both public economics and financial economics often fails to consider how appropriate and effective public policy may be in promoting the venture capital industry. Public economics has dealt extensively with the effect of taxes and subsidies but has neglected the unique role of venture capitalists as active investors who provide not only funding but added value. Financial economics has emphasized the special role of the venture capitalist but has not focused on the real effects of venture capital in industry equilibrium or the role of public policy. This volume in the CESifo Seminar series brings together experts in public and financial economics to develop a theoretically and empirically informed international policy perspective for an era in which policymakers increasingly look to venture capital as a source of jobs, innovation, and economic growth. The chapters in part I analyze data on the levels of venture capital fundraising in Europe, problems in the bank-oriented beginnings of German venture capital finance in the 1970s, and the inefficiency of Canadian labor-sponsored venture capital funds. Part II looks at the effect of venture capital on labor market performance, the importance of exit opportunities, and the effect of information inflows on the venture

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capital cycle. The chapters in part III take the perspective of public economics, reviewing the role of public policy in addressing potential market failures, improving the quality of venture capital investments, and affecting entrepreneurial business activity through tax policy.

**S. 209, the ERISA Improvements Act of 1979** John Wiley & Sons

Praise from Jason Mendelson (auth. Venture Deals), "Patrick brings an educator's perspective and an entertainer's sensibilities to his overview of venture capital." An approachable but disciplined overview of venture capital written by a professional musician turned business school professor over a 15-year period of teaching venture capital and startup classes at UNC Kenan-Flagler Business School. The book is a one-stop shop for understanding venture capital, distilling lessons from hundreds of interactions with VCs and founders. Readers of the book will learn: The core competencies of successful VCs What VC's are looking for in startups How venture capital differs from other forms of startup financing How the sharks on TV's Shark Tank are ruining venture capital The top two terms on any term sheet (and a few other key terms) Why VCs often behave like music industry professionals How to think like a VC Understanding how venture capital works in our economy can be of benefit to a wide variety of readers, from entrepreneurs to corporate decision-makers and everyone in between. This book treats venture capital as a topic of entrepreneurial strategy, not finance, and includes a background of the

industry, an explanation of all aspect of the "VC Job Cycle" and a framework called "VC Razor" for performing due diligence. Learning how to think like a venture capitalist can help anyone become a better decision-maker. "Well organized, clearly articulated, this volume spans the gamut from beginner's overview to expert's guidebook. Venture Capital has never been more important, and this volume could not have been more timely." Jerome Engel, UC Berkeley Haas School of Business "Patrick lays out important concepts and insights in an easy to understand and digest form. As he clearly articulates in the book, the way that venture capitalists think is valuable to anyone in business." John F. Clarke, Dean of Graduate Programs, Tulane University Why Write Another Venture Capital Book? From the author: Over the years as I have taught venture capital classes and run a worldwide venture capital competition, I have struggled to find materials for my students. I have been frustrated by the simultaneous abundance and lack of available content. There is an abundance of terrific blogs written by VCs and founders, often teaching specific lessons derived from specific situations. Many VCs are prolific writers and have covered a wide variety of topics of the VC investment process. However, most blog postings have a very narrow scope, and they are not organized into a coherent body of work. They go deep in the weeds, but the forest gets lost. Similarly, there is also an abundance of textbooks that treat venture capital as a topic of finance.

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Wrong forest! Venture capital is undeniably a subset of private equity. However, approaching the industry from that perspective ignores the vast majority of what VCs actually do. If you would like to study venture capital as a finance subject, there are many other books that will serve you better than this one. Treating venture capital as a topic of finance overemphasizes the importance of numbers. For VCs, numbers play a large role, but just as important is the story about the numbers. In this regard, I will argue that VCs are more like journalists and filmmakers than financiers. What I have not been able to find is a holistic overview of venture capital as a topic of strategy, explaining its place in the broader entrepreneurial ecosystem. It is not simply entrepreneurial finance! VCs play a very important strategic role in commercializing technologies. Just as importantly, they employ specific strategies that we can learn and apply to our own entrepreneurial circumstances.

*#BreakIntoVC* The Rosen Publishing Group, Inc

"This is probably the single most valuable resource for the entrepreneurs aspiring to build successful companies"—Ron Conway, Special Adviser, SV Angel, and investor in Facebook, Google, Twitter, Foursquare, PayPal, Zappos

"I highly recommend *Venture Capitalists at Work*. This book captures the personalities and approaches of a number of leading VC practitioners and displays the heart and soul of the venture capital process, by offering an exclusive window into the voice of the practitioners."—Gus Tai, Trinity Ventures

"*Venture Capitalists at Work* is a foundational pillar in an entrepreneur's understanding and resources. This is a first in terms of the level of detail, quality of discussion, and value to the entrepreneur."—George Zachary, Charles River

Ventures and Investor in Twitter Venture Capitalists at Work: How VCs Identify and Build Billion-Dollar Successes offers unparalleled insights into the funding and management of companies like YouTube, Zappos, Twitter, Starent, Facebook, and Groupon. The venture capitalists profiled—among the best in the business—also reveal how they identify promising markets, products, and entrepreneurs. Author Tarang Shah, a venture capital professional himself, interviews rising VC stars, Internet and software investment pioneers, and venture investment thought leaders. You'll learn firsthand what criteria venture capitalists use to make investments, how they structure deals, the many ways they help the companies they fund, avoidable mistakes they see all too often, the role of luck in a success, and why so many startups fail. *Venture Capitalists at Work* also contains interviews with those on the receiving end of venture money—entrepreneurs in high-profile startups that went on to achieve great success. Whether you're an entrepreneur, an aspiring VC, an M&A professional, or an ambitious student, the knowledge you will gain from *Venture Capitalists at Work* could provide a significant shortcut to success. Other books in the Apress At Work Series: *Coders at Work*, Seibel, 978-1-4302-1948-4 *CIOs at Work*, Yourdon, 978-1-4302-3554-5 *CTOs at Work*, Donaldson, Seigel, & Donaldson, 978-1-4302-3593-4 *Founders at Work*, Livingston, 978-1-4302-1078-8 *European Founders at Work*, Santos, 978-1-4302-3906-2 *Women Leaders at Work*, Ghaffari, 978-1-4302-3729-7 *Advertisers at Work*, Tuten, 978-1-4302-3828-7 *Gamers at Work*, Ramsay, 978-1-4302-3351-0

*Venture Capitalists at Work* Penguin Explanations to the inner workings of one of the least understood, but arguably most important, areas of business finance is offered to readers in this engaging volume: venture capital. Venture capitalists provide necessary investment to seed (or startup) companies, but the startup is only the beginning, there is much more to be explored. These savvy investors help guide young entrepreneurs, who likely

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have little experience, to turn their businesses into the Googles, Facebooks, and Groupons of the world. This book explains the often-complex methods venture capitalists use to value companies and to get the most return on their investments, or ROI. This book is a must-have for any reader interested in the business world.

*The Entrepreneurial Bible to Venture Capital: Inside Secrets From the Leaders in the Startup Game* Bm Publishing

"This is probably the single most valuable resource for the entrepreneurs aspiring to build successful companies"—Ron Conway, Special Adviser, SV Angel, and investor in Facebook, Google, Twitter, Foursquare, PayPal, Zappos "I highly recommend *Venture Capitalists at Work*. This book captures the personalities and approaches of a number of leading VC practitioners and displays the heart and soul of the venture capital process, by offering an exclusive window into the voice of the practitioners."—Gus Tai, Trinity Ventures

"*Venture Capitalists at Work* is a foundational pillar in an entrepreneur's understanding and resources. This is a first in terms of the level of detail, quality of discussion, and value to the entrepreneur."—George Zachary, Charles River Ventures and Investor in Twitter *Venture Capitalists at Work: How VCs Identify and Build Billion-Dollar Successes* offers unparalleled insights into the funding and management of companies like YouTube, Zappos, Twitter, Starent, Facebook, and Groupon. The venture capitalists profiled—among the best in the business—also reveal how they identify promising markets, products, and entrepreneurs. Author Tarang Shah, a venture capital professional himself, interviews rising VC stars, Internet and software investment pioneers, and venture investment thought leaders. You'll learn firsthand what criteria venture capitalists use to make investments, how they structure deals, the many ways they help the companies they fund, avoidable mistakes they see all too often, the role of luck in a success, and why so many startups fail. *Venture Capitalists at Work* also contains interviews with those on the

receiving end of venture money—entrepreneurs in high-profile startups that went on to achieve great success. Whether you're an entrepreneur, an aspiring VC, an M&A professional, or an ambitious student, the knowledge you will gain from *Venture Capitalists at Work* could provide a significant shortcut to success. Other books in the Apress At Work Series: *Coders at Work*, Seibel, 978-1-4302-1948-4 *CIOs at Work*, Yourdon, 978-1-4302-3554-5 *CTOs at Work*, Donaldson, Seigel, & Donaldson, 978-1-4302-3593-4

*Founders at Work*, Livingston, 978-1-4302-1078-8 *European Founders at Work*, Santos, 978-1-4302-3906-2 *Women Leaders at Work*, Ghaffari, 978-1-4302-3729-7 *Advertisers at Work*, Tuten, 978-1-4302-3828-7 *Gamers at Work*, Ramsay. 978-1-4302-3351-0

*Introduction to Business* Simon & Schuster Steve Hoffman, CEO of Founders Space, prepares entrepreneurs to avoid mistakes, overcome obstacles, and master the skills necessary to make the right choices along their path to success. The fact is, over 90 percent of all new startups fail. Every entrepreneur must face this harsh reality and learn to master it if they hope to survive and wind up on top. In *Surviving a Startup*, Hoffman brings readers on a wild ride, sharing with them the tumultuous journey of launching a venture-funded startup and revealing what it takes to make it. In this one-of-a-kind guide, you will learn: A deep analysis and insights into the major challenges every entrepreneur faces when launching a business. How to make the best possible decisions and deal with crisis situations. Strategies for raising capital and growing a business, even when it seems impossible. Secrets on how to manage difficult employees, demonstrate leadership, and overcome disasters. Essential traits that enable startup founders to survive and succeed. The best way to develop innovative products, conduct guerilla marketing campaigns, obtain PR, and outmaneuver competitors. How to recruit the best talent, manage highly efficient teams, and motivate employees, even with little to no money. The steps necessary to transform an idea into a

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robust, rapidly growing business. As the captain of one of the world's leading startup incubators and accelerators, Steve knows what it's like to be on the front lines, how tough it can get when the battle turns against the entrepreneur, and what it takes to taste victory and overcome seemingly impossible odds. *Surviving a Startup* is a must read for entrepreneurs considering taking the best first steps for a new venture.

***The Man Who Solved the Market***

McGraw Hill Professional

A step-by-step framework for structuring, drafting and closing a venture capital deal from the perspective of both the company and the investor.

**Venture Capital, Entrepreneurship, and Public Policy**

John Wiley & Sons

Despite all of the writing on venture capital, there is a missing part of the literature. There has been no book written about raising a venture capital fund. It remains a secret to a few privileged venture capitalists who have gone through this fundraising process. Until now . . . This book serves as a guide. It dives into the process of raising a venture capital fund, the how-tos, the unique language of the limited partner (LP) world, secrets of how LPs think about fund diligence and alignment, the best practices in fundraising, what works, and how you can best prepare for success. I've written this book after spending a decade investing into venture capital funds at a \$30B wealth management firm and a \$160B technology company. I've been on both sides of the table, the VC and the LP side. I've been behind the scenes managing every aspect of the fundraising process, investing into 80 funds, and reviewing thousands of fund investments. I also co-founded a company that specifically focuses on co-building venture capital businesses, which includes helping VCs understand the intricate

dynamics of raising a venture capital fund.

After reading my book, you will gain the knowledge and insights gained from these experiences.

***Angel Investing***

Allen & Unwin

An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, *Venture Capital Financings* puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

***The Global Findex Database 2017***

Penguin

The definitive guide to demystifying the venture capital business *The Business*



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of Venture Capital, Second Edition covers the entire spectrum of this field, from raising funds and structuring investments to assessing exit pathways. Written by a practitioner for practitioners, the book provides the necessary breadth and depth, simplifies the jargon, and balances the analytical logic with experiential wisdom. Starting with a Foreword by Mark Heesen, President, National Venture Capital Association (NVCA), this important guide includes insights and perspectives from leading experts. Covers the process of raising the venture fund, including identifying and assessing the Limited Partner universe; fund due-diligence criteria; and fund investment terms in Part One Discusses the investment process, including sourcing investment opportunities; conducting due diligence and negotiating investment terms; adding value as a board member; and exploring exit pathways in Part Two Offers insights, anecdotes, and wisdom from the experiences of best-in-class practitioners Includes interviews conducted by Leading Limited Partners/Fund-of-Funds with Credit Suisse, Top Tier Capital Partners, Grove Street Advisors, Rho Capital, Pension Fund Managers, and Family Office Managers Features the insights of over twenty-five leading venture capital practitioners, frequently featured on Forbes' Midas List of top venture capitalists Those aspiring to raise a fund, pursue a career in venture capital, or simply understand the art of investing can benefit from *The Business of Venture Capital, Second Edition*. The companion website offers various tools

such as GP Fund Due Diligence Checklist, Investment Due Diligence Checklist, and more, as well as external links to industry white papers and other industry guidelines.

**Venture Capital** Createspace Independent Publishing Platform

Venture capitalists are the handmaidens of innovation. Operating in the background, they provide the fuel needed to get fledgling companies off the ground--and the advice and guidance that helps growing companies survive their adolescence. In *Creative Capital*, Spencer Ante tells the compelling story of the enigmatic and quirky man--Georges Doriot--who created the venture capital industry. The author traces the pivotal events in Doriot's life, including his experience as a decorated brigadier general during World War II; as a maverick professor at Harvard Business School; and as the architect and founder of the first venture capital firm, American Research and Development. It artfully chronicles Doriot's business philosophy and his stewardship in startups, such as the important role he played in the formation of Digital Equipment Corporation and many other new companies that later grew to be influential and successful. An award-winning Business Week journalist, Ante gives us a rare look at a man who overturned conventional wisdom by proving that there is big money to be made by investing in small and risky businesses. This vivid portrait of Georges Doriot reveals the rewards that come from relentlessly pursuing what-if possibilities--and offers valuable lessons for business managers and investors alike. *Venture Capitalists at Work* Crown Currency

Entrepreneurs who dream of building the next Amazon, Facebook, or Google can

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take advantage of one of the most powerful economic engines the world has ever known: venture capital. To do so, you need to woo, impress, and persuade venture capitalists to take a risk on an unproven idea. That task is challenge enough. But choosing the right investor can be harder still. Even if you manage to get backing, you want your VC to be a partner, not some adversary who will undermine your vision in order to make a quick return. Jeffrey Busgang is one of a few people who have played on both sides of this high-stakes game. By his early thirties, he had helped build two successful start-ups-one went public, the other was acquired. Now he draws on his experience and unique perspective on the "other side" as a venture capitalist helping entrepreneurs bring their dreams to fruition. Busgang offers detailed insights, colorful stories, and practical advice gathered from his own experience as well as from interviews with dozens of the most successful players on both sides of the game, including Twitter's Jack Dorsey and LinkedIn's Reid Hoffman. He reveals how to get noticed, perfect a pitch, and negotiate a partnership that works for everyone. An insider's guide to the secrets of the world venture capital, *Mastering the VC Game* will prove invaluable for entrepreneurs seeking capital and successful partnerships.

*Venture Capital Strategy: How to Think Like a Venture Capitalist* Penguin

The first of it's kind, #BreakIntoVC is an essential guide for anyone looking to gain a straightforward knowledge base on the fundamentals of venture capital. Providing research, resources, anecdotes, and information, #BreakIntoVC will help college undergrads make the most of interviews and meetings while demystifying venture capital and making the industry accessible. With a small number of opportunities in venture capital and a growing candidate pool, set

yourself up for success by getting the insights from insiders. By reading this book, you'll have a clear understanding of what an incoming analyst in a venture capital firm should know. You'll get the basics of accounting, how to pitch companies and understand valuation techniques from early to late stage companies. If you're exploring the industry or if you're curious about venture investing, #BreakIntoVC is a great book to get you started.