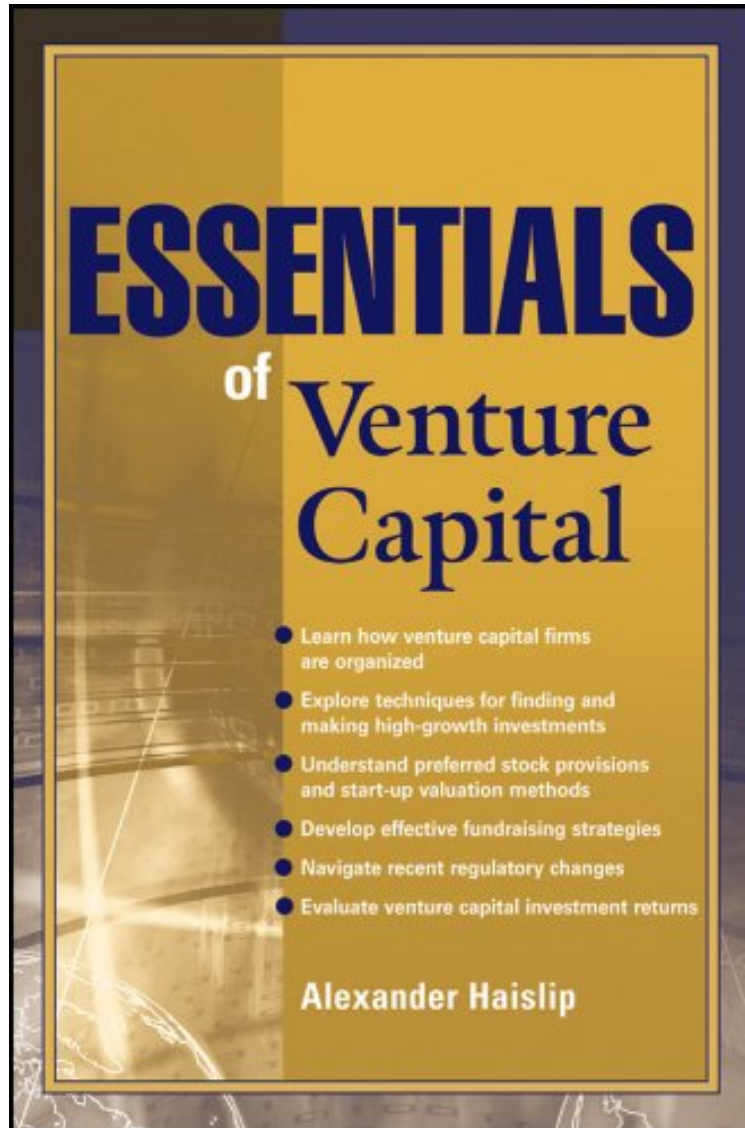


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Essentials of Venture Capital (Essentials Series)

Alexander Haislip

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Alexander Haislip : Essentials of Venture Capital (Essentials Series) before purchasing it in order to gage whether or not it would be worth my time, and all praised Essentials of Venture Capital (Essentials Series):

6 of 6 people found the following review helpful. An Excellent IntroductionBy Russell J HallThis as an excellent basic introduction to venture capital. As a layperson, until reading this book I had conflated venture capital with what Haislip calls "angel investing." In The Summer of a Thousand Cheeses we had addressed the problem beginning cheesemakers have in raising capital, and we felt that venture capitalists might well be the answer. We now know that venture capital is a much more formal and mainstream activity than we had believed. After clearing the air of such confusion in the opening chapter, Haislip goes on to address the primary issues affecting venture capital in a

systematic and easily understood way. People already in the field will probably find little new in this book, but students seeking a basic background and persons wishing to know more about this kind of investing will find much of interest in it. 1 of 1 people found the following review helpful. Great Book. Clear and Concise. By A. N. Jones Really enjoyed this book. It's brilliant for anyone who's trying to raise funding for a startup and how the funding landscape works. Most importantly, it's hugely actionable, you go into meetings about funding much more comfortable as it demystifies the process and lets you as the start-up person understand the objectives and goals of the funding bodies. It's surprisingly well written and is instructive rather than most of the other books I've read in this space which are a VC writing about how wonderful their success story it. 0 of 0 people found the following review helpful. makes shrouded VC industry "real" By William Billeaud In my experience, "Essential" books are either too introductory or too advanced. The beauty of this book is that the author breaks down a business which is often shrouded in mystery and complexity into an easily understandable and manageable business resource. I was particularly impressed at the accuracy with which the author describes Global Venture Capital. As such, we've made this work mandatory reading for our Advisors.

The first comprehensive guide for mastering venture capital Essentials of Venture Capital is your guide to understanding how venture capital and technology finance works from the inside out. Author Alexander Haislip easily explains the most complex concepts in venture capital and how the business is evolving to meet modern market needs. He illuminates the opaque industry that drives innovation in Silicon Valley and beyond. Learn how venture capital firms are organized and managed Develop techniques for fundraising and making high-growth investments Understand preferred stock provisions and startup valuation methods Navigate recent regulatory changes and evaluate investment returns The author draws on more than half a decade of experience and interviews with high-level investors in the U.S. and abroad. Whether you are contemplating a career in this industry, hoping to raise money for an entrepreneurial endeavor, or are already a seasoned veteran of venture finance, the book's insights and real-world examples will cement your understanding. Essentials of Venture Capital is the first comprehensive book to explain venture capital, how it is changing and what it will look like in the future.

From the Back Cover Your express lane to understanding the increasingly complex and evolving business of venture capital The venture capital industry continues to evolve at a breakneck pace. Essentials of Venture Capital gets you up to speed by providing vital insight into the incentives that drive evolution at venture capital firms. Essentials of Venture Capital cuts to the chase to follow each step of the venture capital business, examines challenges that have emerged in the past decade, and includes numerous real-world examples to illustrate why some firms adapt . . . and why others fail. From raising funds and investing in start-ups to reaping the rewards, Essentials of Venture Capital covers the gamut of this rapidly changing industry so you can always be one step ahead of the game. Inside, you'll find: An overview of the basics of venture capital and the major changes and challenges the industry has faced in the past decade Tips for building a career as a venture investor and understanding how firms are organized Venture capital fundraising strategies that work even in challenging macroeconomic environments The basics of deal-making, legal terms, and investor protections Three major methods for connecting with entrepreneurs and making good investments Ways to cash in on a venture investment by taking a company public or finding a buyer for it Techniques for recognizing and investing during the Boom-Bubble-Bust cycle Strategies for establishing a global investment practice and a survey of venture initiatives in new markets abroad Essentials of Venture Capital is your passport to the rapidly evolving business of investing in inventive entrepreneurs and ideas of the future. About the Author Alexander Haislip specializes in venture capital and technology investment analysis. He is a columnist for Forbes.com and has been a senior writer at Thomson Reuters's Venture Capital Journal and Private Equity Hub for the past four years. He holds an economics degree and a finance certificate from Princeton University and a master's degree from the Columbia University Graduate School of Journalism. Mr. Haislip has won awards from the New York Financial Writers Association, the National Press Foundation, and the Western Publishing Association. The London-based Management Consultancies Association recognized him as one of the "Best Young Management Writers." In addition to researching and writing, Mr. Haislip also conducts conferences and moderates panels of experts on topics such as venture capital, cleantech, energy, buyouts, fundraising, and private equity. You can find more information about Mr. Haislip at his Web site, alexanderhaislip.com or follow @ahaislip on Twitter.