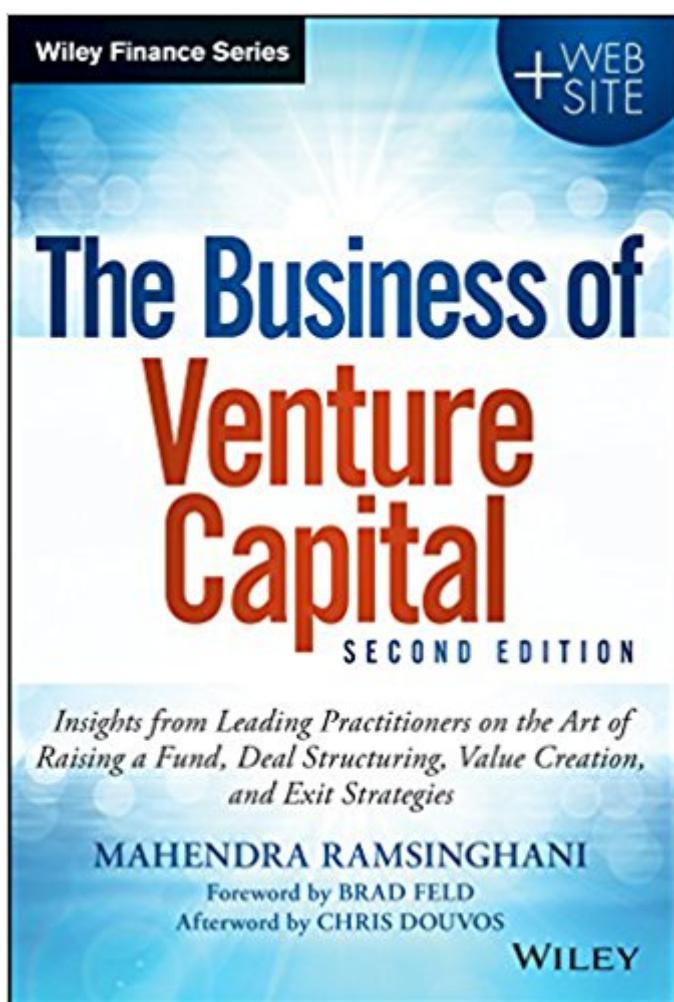


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# The Business Of Venture Capital: Insights From Leading Practitioners On The Art Of Raising A Fund, Deal Structuring, Value Creation, And Exit Strategies (Wiley Finance)





## **Synopsis**

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

## **Book Information**

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## Customer Reviews

I've been in Silicon Valley for twenty years; I've worked at several dozen startups; I'm now with a venture funding group from China. Mahendra Ramsinghani's book is far away the most authoritative overview of how venture capital works. He uncovers how VCs get their money from investors (LPs) and their motivations and goals. This matters because it determines the framework within which the VCs work. The book also describes the interplay among partners within VC firms (the GPs) and how that affects authority, decision-making, and selection of funding. As with LPs, he also describes motivations and goals of the VCs. If you're building a startup, you must understand these issues. Decisions by others will affect your startup. The extensive information is invaluable. I've been discussing information in this book with friends who run startups; they didn't know many of these things. If you're building startups, seeking funding, or work in venture capital, I strongly recommend this book.

I hardly ever review anything on , but this is one that I had to submit. There are many good/great books on Venture Capital, but this is the most comprehensive. There is a very good amount of technical information that you can learn from immediately. On top of these technical sections, there is so much history in this book and excerpts and stories that are just fascinating. It's broken into sections that makes it extremely easy to navigate - while it's structured to be best read from start to finish, you can jump around if you're already familiar with certain sections. Overall, I recommend this book as high as possible for anyone interested in VC or entrepreneurship.

I wish, I had purchased this book during my MBA coursework. At that time, I struggled to get a comprehensive overview of the VC industry and had to refer to many books and articles. This book is amazing. It gives an overview of the entire VC industry in a very easy to understand language. It covers everything from raising a venture fund to sourcing investments to negotiating a termsheet. Its a boon for a beginner like me. The book is easy to read with lot of examples/ real life experience of the industry veterans.

Great and fluid read! Read many books on Venture Capital and this is the best one yet! Ramsinghani captures every point and delivers it to us in a refined and simple way. The connections of real world experiences of other Venture Capitalists in the industry shows that even the best and brightest have to hustle to make returns!

When I started this book I was taking notes. At the middle it seemed to me that it has lost the excitement and after 6 months of taking a break and actually stop speculating and doing VC job, this book turns out to be awesome. You have to live it to really embrace the knowledge in it.

I enjoyed reading this book and found the content informative. I recommend this book for anyone either interested in becoming a VC or understanding how the VC ecosystem works. Mahendra has done an excellent job pulling together various pieces of information.

It looks like a college text book but in fact it's more of a reference book for readers with finance background but beginners for VC (like me!). For those who look for rigorous, fundamental, or academic approach, this is not the right book.

The Business of Venture Capital is a great resource for anyone wanting to learn more about venture investing. The book is full of real world examples from venture deals and the professionals that specialize in them. I believe that seasoned investors and beginners alike will find value in reading this one.

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