



Raising Venture Capital (The Wiley Finance Series)

Rupert Pearce, Simon Barnes

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Offering a deep insight into the venture capital deal-making process, *Raising Venture Capital* also provides valuable introduction to the subject. The book is practical in focus but based on sound academic theory, research and teaching materials gathered over the last 4 years at Tanaka Business School.

Part one covers the history of the venture capital industry, shows why entrepreneurs need venture capital finance, and looks at how venture capitals raise and structure their funds. It also covers valuation methods for venture capital investments, and portfolio management.

Part two illustrates how successful entrepreneurs raise finance from venture capitals, and gives details on how to approach venture capitals, how to choose the right venture capital firm, and how venture capitals and entrepreneurs work together after the deal is done.

Part three gives a blow-by-blow account of the structure of a venture capital deal.



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