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| 1. Record Nr. | UNINA9910143587403321 |
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| Titolo | Raising venture capital [[electronic resource] /] / Rupert Pearce and Simon Barnes |
| Pubbl/distr/stampa | Chichester, West Sussex, England ; ; Hoboken, NJ, : J. Wiley & Sons, c2006 |
| ISBN | 1-118-67341-7 1-280-36226-X 9786610362264 0-470-03276-6 |
| Descrizione fisica | 1 online resource (260 p.) |
| Collana | Wiley finance series |
| Altri autori (Persone) | BarnesSimon <1969-> |
| Disciplina | 658.15/224 658.15224 |
| Soggetti | Venture capital Electronic books. |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |
| Nota di contenuto | Cover; Contents; Preface; Part I The Business of Venture Capital; 1 Entrepreneurs and Venture Capitalists; 1.1 Introduction; 1.2 Entrepreneurs and business creation; 1.3 Why entrepreneurs need external capital; 1.4 Venture capitalists; 1.5 How to read this book; 2 Other People's Money; 2.1 Introduction; 2.2 The fund-raising cycle; 2.3 Relationship with LPs; 2.4 Identity of the LPs; 2.5 Conclusions; 3 The Limited Partnership; 3.1 Introduction; 3.2 The primacy of a limited partnership; 3.3 Facets of a limited partnership; 3.4 Partnership terms; 3.4.1 Life; 3.4.2 Capital commitments 3.4.3 GP management 3.4.4 Profit share; 3.4.5 Investment restrictions; 3.4.6 Transaction costs and fees; 3.4.7 Further funds; 3.4.8 Transfer of LP interests; 3.5 Conclusion: The venture capital business in a nutshell; 4 The Competitive Environment; 4.1 Introduction; 4.2 Capital competition; 4.2.1 Vintage years; 4.2.2 Sector and geography; 4.2.3 IRRs and cash-on-cash metrics; 4.3 Deal competition; 4.4 Conclusions; 5 The VC's Investment Model; 5.1 Introduction; 5.2 Fundamentals of VC risk; 5.3 Extreme caution over the act of investment; 5.3.1 Focus on |

proprietary deal flow

5.3.2 Early exclusivity; 5.3.3 Due diligence; 5.3.4 Drip-feed approach to investment; 5.3.5 Syndication; 5.3.6 Internal investment process; 5.4 Exit obsession; 5.5 High reward for high risk; 5.6 Downside risk management; 5.6.1 Tranching of investments; 5.6.2 Price protection; 5.6.3 Follow-on capability; 5.6.4 Information and veto rights; 5.6.5 Special exit rights; 5.7 Dynamic capital allocation; 5.8 The human element; 5.9 Conclusions; Part II Accessing Venture Capital; 6 Introduction to Part II; 7 Is Venture Capital the Right Option?; 7.1 Introduction; 7.2 What do I want my business to become? 7.3 Can my business match those ambitions? 7.4 How much capital does my business require?; 7.5 Do I want to control my business for a long time?; 7.6 What kind of life do I want to lead?; 7.7 Am I comfortable with an exit?; 8 Choosing a VC Firm; 8.1 Introduction; 8.2 Substantial long-term resources; 8.3 Long and relevant experience; 8.4 A leader, not a follower; 8.5 Scaling the business; 8.5.1 Powerful proprietary networks; 8.5.2 Portfolio community; 8.5.3 International capability; 8.5.4 Additional skills leverage; 8.6 Successful reputation; 8.7 Personal chemistry; 9 The Entry Point 9.1 Introduction 9.2 Which qualified access route?; 9.2.1 A personal contact; 9.2.2 A portfolio company contact; 9.2.3 Industry gurus; 9.2.4 Professional advisors; 9.2.5 Professional intermediaries; 9.2.6 Cold calling; 9.3 Generating a qualified access point; 9.3.1 Portfolio company access; 9.3.2 The great and the good; 9.3.3 Personal contacts; 9.4 Communicating the initial message; 9.5 What is the VC firm looking for?; 9.6 Conclusion; 10 The Investment Process; 10.1 Introduction; 10.2 Phase one - initial engagement with the VC firm; 10.2.1 The kick-off meeting; 10.2.2 The initial presentation 10.3 Phase two - preliminary due diligence to term sheet

Sommario/riassunto

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 ill
