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Titolo	Financing High-Tech Startups : Using Productive Signaling to Efficiently Overcome the Liability of Complexity // by Robin P. G. Tech
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Nota di contenuto	Introduction: High-Tech Startup Financing -- Theory: The Liability of Complexity -- Methodology: Mixed Methods Approach -- Study I: Survey of German Startups -- Study II: Interviews with Entrepreneurs and Investors -- Framework: Matching Signals with Complexities of High-Tech Startups -- Discussion: Why Signals Can Help to Overcome the Liability of Complexity -- Conclusion: Taming Complexity -- Appendix.
Sommario/riassunto	This book examines the adverse effects of complexity, information asymmetries, transaction costs, and uncertainty on investors' decision making. It suggests mitigating those effects using appropriate and matching signals, and analyzes a sample of 903 German startups to

quantitatively highlight the distinct financing patterns and characteristics of high-tech startups. It then investigates the reasons for these patterns on the basis of a qualitative study that includes 34 interviews with investors and entrepreneurs in the US and Germany and an international expert panel. Lastly, it presents a framework that matches complexity factors with appropriate productive signals. .

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