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Nota di contenuto	Front Cover; Raising Entrepreneurial Capital; Copyright Page; Table of Contents; Detailed Table of Contents; Chapter 1. Introduction-In the Beginning; Introduction; Organizational Form; Creative Sources of Capital; Experts Explain How Small Businesses Fail; Organization of the Book; Summary; Discussion Questions; Case 1.1 New Tech (A): Overview; References; Bibliography; Chapter 2. Alternatives in Venture Financing-Debt Capital; Introduction; Debt Capital Considerations; Approaching Prospective Lenders; Debt Capital Terms and Options; Term of Loan; Case 1: SPS-Financing Strategy Estimating Financing Requirements Case 2: MDO Products, Inc.-Start-Up Financing; Estimating Asset Requirements; Estimating the Liabilities and Equity; Case 3: Cajun Yachts, Inc.-Start-Up Financing; Summary; Discussion Questions; Case 2.1 New Tech (B): How Much Do They Need?; Appendix 2.1 New Tech (C): Financial Statements; Appendix 2.2 New Tech (D): Financial Ratios; Appendix 2.3 New Tech (E): Key Assumptions; Bibliography; Chapter 3. Alternatives in Venture Financing-Early Stage Equity Capital; Introduction; Angel Investors; Other Sources of Early-Stage Funding

Stages, or "rounds," of Funding Summary; Discussion Questions; Example 3.1 New Tech (F): Where Will the Money Come From?; Case 3.2 New Tech (G): Are They Worth an Investor's Time?; Case Study: Ecoturista; Bibliography; Chapter 4. Determining the Amount Needed- The Business Plan; The Business Plan; The Investor's Perspective; The Financial Projections; Summary; Discussion Questions; Case 4.1 New Tech (H): Is Management Ready?; Case 4.2 Web Wired; Web Wired Business Plan; Executive Summary; Business Plan; Appendix 4.1 Sample Business Plan Template; Bibliography  
Chapter 5. Valuation-survey of Methods Introduction: Valuation Methodologies; Asset-Based Valuation; Market Multiples; Capitalization Rates; Excess Earnings Approach; Free Cash Flow Valuation; Summary; Discussion Questions; Case 5.1 New Tech (I): What is the Company Worth?; Appendix 5.1 Review of Ratio Analysis; Bibliography; Chapter 6. Venture Capital; Introduction; The Venture Capital Industry; Credible Financial Proposals; Approaching Private Investors; Due Diligence; The Venture Capital Process; The Term Sheet; Summary; Discussion Questions  
Case 6.1 New Tech (J): Getting Investors' Attention Executive Summary of Investment Proposal (Part 1); Executive Summary of Investment Proposal (Part 2); Executive Summary of Investment Proposal (Part 3); Appendix 6.1 Sample Term Sheet; Bibliography; Additional Resources; Chapter 7. Exit Strategies; Components of the Exit Strategy; Likeliest Options for Exit; Other Potential Buyers; Going Public; Initial Public Offering (IPO); Open IPO; Alternative Methods Of Going Public; Forms of DPOs; Summary; Discussion Questions; Bibliography; Additional Resources; Chapter 8. Executing the Exit Strategy  
Case 8.1 New Tech (K): Finding Compatible Investors

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Sommario/riassunto

This book focuses on classic capital raising. That is, it covers the debt vs. equity decision, the options available to smaller businesses, and the considerations that lead to rapid growth, including venture capital, IPOs, angels, incubators, and so forth. Raising Entrepreneurial Capital begins where entrepreneurship books leave off, assuming that the reader understands simple financial statements, has selected a specific business, and knows how to write a business plan. It provides a broad, high-level summary of the subjects that people typically research, such as "How should your

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