
Description:

Praise for The Business of Venture Capital SECOND EDITION

The Business of Venture Capital is a comprehensive book with data, industry trends, and insights from leading VCs and LPs—a must-have for practitioners.

David York, Managing Director, Top Tier Capital Partners, a Fund-of-Funds with over $2 billion under management

Whether you are a practitioner or a student of the venture capital industry, this book offers innumerable insights into the art of the deal.

Scott Kupor, Managing Partner, Andreessen Horowitz

A valuable resource for beginners and experts alike, The Business of Venture Capital addresses the complexities and challenges of being a successful venture capitalist.

Michael Kim, Managing Partner, Cendana Capital, a next generation Fund-of-Funds

Mahendra’s research into today’s most active investors reveals how the Venture Capital model is evolving. It’s the closest book I’ve found to a User’s Manual for VC.

David Cowan, Bessemer Venture Partners

Combines concrete examples and deep insights of industry leaders—a must-have for any venture investor or practitioner.

Karim Faris, General Partner, Google Ventures

Mahendra demonstrates how skill, discipline, and often luck and intuition can help to create successful venture capitalists. This is engaging and enjoyable.

Jon Callaghan, True Ventures

Detailed yet accessible description of the many facets of venture capital—from the nuanced considerations of an LP to the intricate mechanics of the entrepreneurial companies they bet on.

Amish Jani, Founder and Managing Director, FirstMark Capital

FIRST EDITION

If you read only one guide to becoming a successful VC, this is the one to read.

Paul Maeder, Chairman, National Venture Capital Association (NVCA)

Captures the LP mindset succinctly—any GP or aspiring VCs can benefit from this book.

Timothy Recker, Chairman, Institutional Limited Partners Association (ILPA)

 packs the insights and wisdom of those who have done it, not once but multiple times.

Frank Caufield, cofounder, Kleiner Perkins Caufield and Byers, one of the world’s leading venture firms

An immensely useful and comprehensive guide.

Mark Florman, CEO, British Venture Capital Association (BVCA)

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