



Venture Capitalists at Work: How VCs Identify and Build Billion-Dollar Successes

Tarang Shah, Tarang Shah, Sheetal Shah

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"This is probably the single most valuable resource for the entrepreneurs aspiring to build successful companies"—Ron Conway, Special Adviser, SV Angel, and investor in Facebook, Google, Twitter, Foursquare, PayPal, Zappos

"I highly recommend *Venture Capitalists at Work*. This book captures the personalities and approaches of a number of leading VC practitioners and displays the heart and soul of the venture capital process, by offering an exclusive window into the voice of the practitioners."—**Gus Tai, Trinity Ventures**

"*Venture Capitalists at Work* is a foundational pillar in an entrepreneur's understanding and resources. This is a first in terms of the level of detail, quality of discussion, and value to the entrepreneur."—**George Zachary, Charles River Ventures and Investor in Twitter**

Venture Capitalists at Work: How VCs Identify and Build Billion-Dollar Successes offers unparalleled insights into the funding and management of companies like YouTube, Zappos, Twitter, Starent, Facebook, and Groupon. The venture capitalists profiled—among the best in the business—also reveal how they identify promising markets, products, and entrepreneurs.

Author Tarang Shah, a venture capital professional himself, interviews rising VC stars, Internet and software investment pioneers, and venture investment thought leaders. You'll learn firsthand what criteria venture capitalists use to make investments, how they structure deals, the many ways they help the companies they fund, avoidable mistakes they see all too often, the role of luck in a success, and why so many startups fail.

Venture Capitalists at Work also contains interviews with those on the receiving end of venture money—entrepreneurs in high-profile startups that went on to achieve great success. Whether you're an entrepreneur, an aspiring VC, an M&A professional, or an ambitious student, the knowledge you will gain from *Venture Capitalists at Work* could provide a significant shortcut to success.

Other books in the Apress At Work Series:

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What you'll learn

- How venture capitalists identify promising markets, entrepreneurs, and companies
- What venture capitalists are looking for in entrepreneurs and business plans
- How to build an “A” team and a culture of success
- Successful relationship dynamics between entrepreneur and investors
- When to slow down, ramp up, and scale companies
- Knowing when to sell a business, keep growing, or shut it down
- Why startups fail
- Common entrepreneurial mistakes you can avoid

Who this book is for

This book is a must-read for entrepreneurs and venture capital/private equity investors. It's also for venture capitalists and entrepreneurs in emerging markets who want to apply to homegrown ventures the Silicon Valley model of building billion-dollar startups. Corporate executives focused on innovation or mergers and acquisitions will find the book's insights priceless. Finally, business students and aspiring entrepreneurs will find this book a great reference guide and how-to manual for starting companies, building new products and services, and helping move the 21st century economy forward.

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