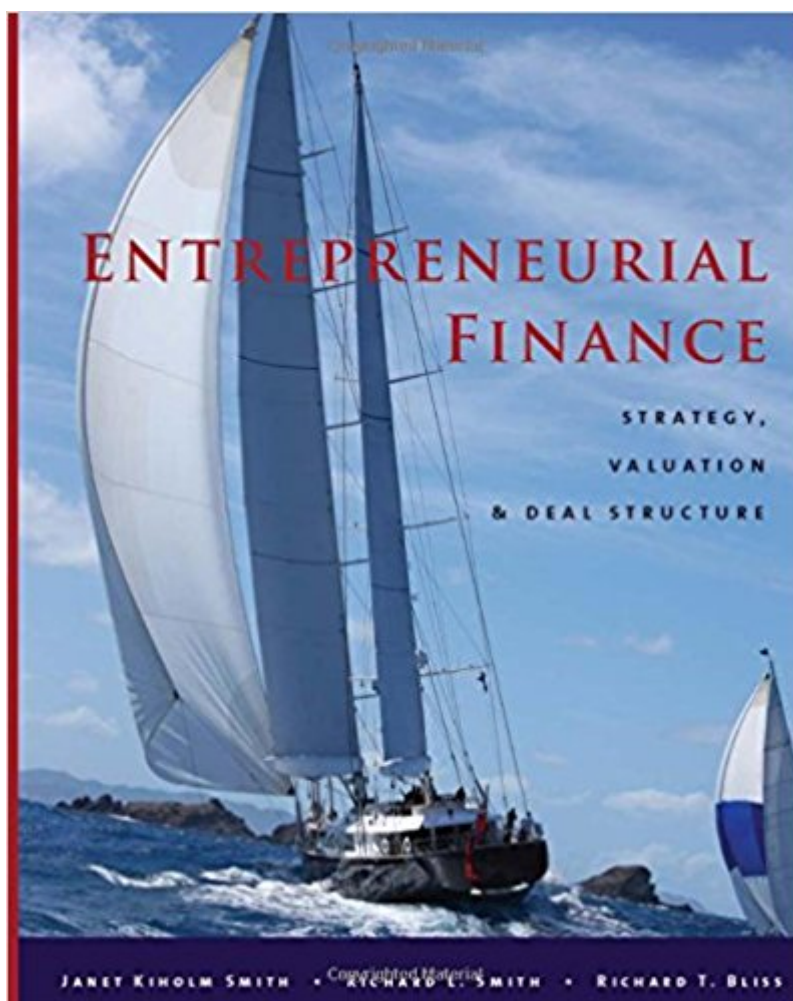


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Entrepreneurial Finance: Strategy, Valuation, And Deal Structure



Synopsis

Entrepreneurial Finance: Strategy, Valuation, and Deal Structure applies the theory and methods of finance and economics to the rapidly evolving field of entrepreneurial finance. This approach reveals how entrepreneurs, venture capitalists, and outside investors can rely on academic foundations as a framework to guide decision making. Unlike other texts, this book prepares readers for a wide variety of situations and problems that stakeholders might confront in an entrepreneurial venture. Readers will find a unique and direct focus on value creation as the objective of each strategic and financial choice that an entrepreneur or investor makes. The authors specifically address the influences of risk and uncertainty on new venture success, devoting substantial attention to methods of financial modeling and contract design. Finally, the authors provide a comprehensive survey of approaches to new venture valuation, with an emphasis on applications. The book appeals to a wide range of teaching and learning preferences. To help bring the book to life, simulation exercises appear throughout the text. For those who favor the case method, the authors provide a series of interactive cases that correspond with the book chapters, as well as suggestions for published cases. Finally, the book is organized to complement the development of a business plan for those who wish to create one as they read along. Entrepreneurial Finance is most effectively used in conjunction with a companion website, <http://www.sup.org/entrepreneurialfinance>. On this site, Venture.Sim simulation software, spreadsheets, templates, simulation applications, interactive cases, and tutorials are available for download. For those teaching from the book, the authors also provide an invaluable suite of instructor's resources.

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"A heady marriage of the fundamentals of entrepreneurial practices, microeconomic thought, organizational principles, and theories of finance, this book will be helpful to today's and tomorrow's entrepreneurs as they grapple with the various behaviors and expectations of their financiers-past, present, and future." (Anand Kannan, Managing Director & Co-Founder Valued Epistemics Private Limited)"This textbook is the first current, comprehensive, and approachable text that I have found. It deals with the theoretical concepts of Entrepreneurial Finance, the analysis involved, and the application of the material taught in class to real-life problems. This book is a great and much-needed tool for students and instructors." (Ilan Guedj The University of Texas at Austin)

Janet Kiholm Smith is the Von Tobel Professor of Economics at Claremont McKenna College. Richard L. Smith is Philip L. Boyd Chair and Professor of Finance and Management Science and Chairman of the Department of Finance and Management Science at the University of California, Riverside. Richard T. Bliss, is an Associate Professor of Finance and was most recently the Division Chair and Barefoot Family Endowed Chair for Finance at Babson College.

I bought this book for a class. My professor for the class is one of the coauthors and i have to say the book shows an easy way to apply important concepts for new Ventures. It is not deeply financial oriented, but has great information on how to finance a venture, and how to value new companies when trying to look for Venture Capital or PE.

Love it. Well written by 3 of Stanford's brightest and most savvy business minds. It can be helpful to any entrepreneur during a start phase

It was an alright book and not my favorite. Expects you to know concepts prior to reading this book and is not an ideal starting place.

I got this for a class I was taking. It was decently helpful. Kinda dry at times. But the formulas and some of the information was really helpful in my real world experience.

good

Thank you for the prompt and great customer service. The book was in the condition of which you said it was - like new!

The book builds on 'Entrepreneurial Finance' by Smith & Smith. Unfortunately, this new version is not as reader friendly as the second edition of this text. The new layout lacks color and is printed in black and white only, something that makes both tables and figures less attractive. Conceptually, the book is closely related to the previous version. The chapter on venture capital is now presented much earlier in the book which makes the overall flow much better. One of the highlights of the book is the detailed analysis of the relationship between an under-diversified entrepreneur and a well-diversified outside investor. The authors show why an outside investor would participate in a venture and how this investor would participate in the venture's risk and return. Unfortunately, in this version the equilibrium solution is no longer presented. This should be included in any future edition of the book.

WORST textbook required in my entire MBA program. Have it for my very last class, subject same title as the book. It's so hard to comprehend the writing I've had to refer back to other textbooks from previous courses to get any kind of grasp on the subject material. Terribly written, confusing beyond measure. AND I'm a finance major with straight A's! Horrible.

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