



## Venture Capital Investing: The Complete Handbook for Investing in Private Businesses for Outstanding Profits

By Gladstone, David; Gladstone, Laura

FT Press, 2003. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Introduction. 1. Keys to Successful Investing. What Are the Basic Items to Look for in a Business Proposition? It's Not an Investment, It's a Partnership. Prepare a Written Summary before You Begin to Invest. What Does A Summary Look Like? Some Words about Franchising. Summary-Quick Standards of Venture Capital Investing. 2. Analysis of Management. The Study of Entrepreneurs. Characteristics of Entrepreneurs. How We See Entrepreneurs. Interviewing Entrepreneurs. Assessment of Entrepreneurs. What Venture Capitalists Look for in Entrepreneurs. Characteristics of Small Business Managers versus Entrepreneurs. Conclusions on Entrepreneurs. Developing Background Information. Final Judgment. 3. Reviewing Personnel and Compensation. How Is the Company Organized? How Are People Compensated? What Employment Contracts Exist? What Is the Workforce Structure? What Personnel Records Are Maintained? Major Strengths and Weaknesses. 4. Analysis of Marketing and Sales. Who Are the People Who Market and Sell? What Are They Selling? Who Buys the Product or Service? What Is Said to the Customer? What Is the Marketplace for the Product or Service? How Is Price Determined? What Internal Reports Are Made? What External Information Is Available? Basic Information. What Are the Strengths...



[READ ONLINE](#)

### Reviews

*I just began looking over this pdf. It is amongst the most remarkable publication i have got study. I am pleased to let you know that this is the greatest book i have got read inside my personal life and can be he very best pdf for at any time.*

**-- Dr. Davonte Schmidt MD**

*This book may be worth purchasing. It typically fails to expense excessive. It is extremely difficult to leave it before concluding, once you begin to read the book.*

**-- Ken Watsica**