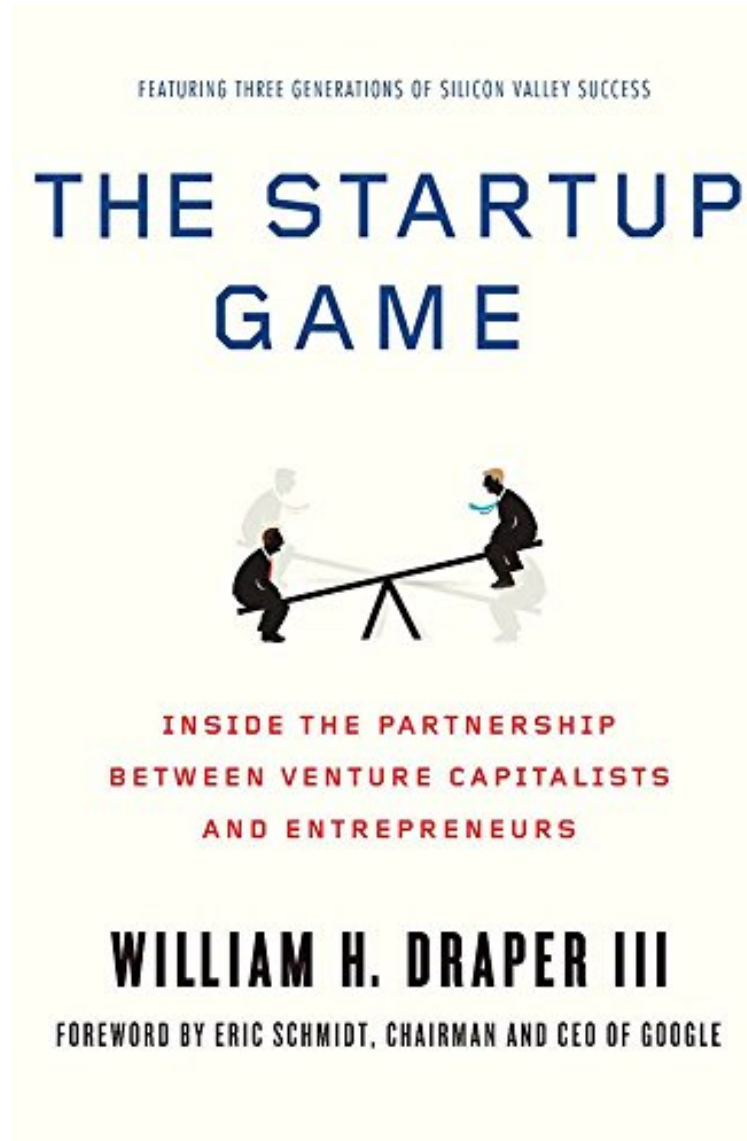


The Startup Game: Inside the Partnership between Venture Capitalists and Entrepreneurs

William H. Draper III

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William H. Draper III : The Startup Game: Inside the Partnership between Venture Capitalists and Entrepreneurs before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Startup Game: Inside the Partnership between Venture Capitalists and Entrepreneurs:

1 of 1 people found the following review helpful. Great stories By Brian Merkel Chose this book as a light read to understand startups from a different point of view and wasn't disappointed. The stories provided a great perspective which opened up some new ideas for myself. Notably, there were a number of remarks regarding global

entrepreneurship which is something I had never encountered. I can confidently say I was learning something new with every page of this book and fully recommend it. Also, I happen to work for a gentleman who was mentioned a number of times in this book (I'm an engineer) and felt that Draper hit the nail on the head when he talked about technology and entrepreneurship near the end. If you want to change the world get an engineering degree (or similar; certainly there are other means as well), find your passion, and a crazy entrepreneur who can work with VCs. The results can be phenomenal and Draper reiterates that here.

0 of 0 people found the following review helpful. Must read for every entrepreneur from the father of Venture Capital

By Palo Alto Hawk

Bill Draper was one of my first investors in iGo, a company I started in my garage in San Jose in 1993 and took public in '99. Bill was one of the most helpful and insightful investors I have ever met. His book sheds a keen light on the intricate relationship between an entrepreneur and venture investors. Next to picking your team, choosing your investors is one of the most important decisions an entrepreneur can make. His book does a great job describing how to build a great relationship with your investors. Bill is one of the rare great investors that see problems before you do, nurture you when you need it, and help you focus on what matters. His lessons are crisp and invaluable. This book is a must read for every entrepreneur and venture investor. Bill Draper helped build Venture Capital in Silicon Valley and he is an American treasure.

The Startup Game: Inside the Partnership between Venture Capitalists and Entrepreneurs

0 of 0 people found the following review helpful. Understanding the ins and outs

By Wendy J. McGowan

This was one of the most interesting non-fiction books I've read in a long while. Draper tells it like it is. His examples of successful start-ups, primarily in Silicon Valley, are eye-opening to the reader who has little or no knowledge of this side of business. I've met several of the entrepreneurs Draper introduces the reader to, but I've never understood the relationship between the venture capitalist and the entrepreneur very well. Now, I understand many of the ins and outs. Draper's style is easy-going, almost chatty, and takes, what might be a "dry" subject and brings it to life. I also thought it interesting to learn about the three generations of Draper's as venture capitalists. Whether one is seeking funding to start up a fledgling business or just looking for an interesting read, "The Start-Up Game" will inspire you.

Entrepreneurs drive the future, and the last several decades have been a thrilling ride of astounding, far-reaching innovation. Behind this transformative progress are also the venture capitalists - who are at once the investors, coaches and allies of the entrepreneurs. William H. Draper III knows this story first-hand, because as a venture capitalist, he helped write it. For more than 40 years, Bill Draper has worked with top entrepreneurs in fabled Silicon Valley, where today's vision is made into tomorrow's reality. The Startup Game is the first up-close look at how the relationship between venture capitalists and entrepreneurs is critical to enhancing the success of any economy. From a venture capitalist who saw the potential of Skype, Apollo Computer, Hotmail, OpenTable, and many other companies, come firsthand stories of success. In these pages, Draper explores how to evaluate innovative ideas and the entrepreneurs behind those ideas, and he shares lessons from Yahoo, Zappos, Baidu, Tesla Motors, Activision, Measurex, and more. Also, in revealing his on-the-ground account of how Deng Xiaoping brought China roaring into the modern world and how Manmohan Singh unlocked the creative genius of Indian entrepreneurs, Draper stresses the essential value of farsighted political leadership in creating opportunity. The author also discusses his efforts to bring best practices of the venture capitalist/entrepreneur partnership to the social sector. Written in an engaging narrative, and incorporating many of the author's personal experiences, this book provides a much-needed look at how the world of venture capital and entrepreneurship works.