



Financing the Entrepreneurial Venture

A Casebook

By Paul A. Gompers

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A must-read book for people who are interested in start-up. This book focuses on financial management within entrepreneurial firms.

Financing the Entrepreneurial Venture focuses on financial management within entrepreneurial firms. Most of these are young firms, although some are more established. The book examines these firms at all phases of their life cycle, from the initial idea generation to the ultimate harvesting of the venture. The book covers firms in a diverse set of industries including high technology, low technology and services. A significant fraction of the cases focus on non-U.S. ventures. Additionally, the issues of gender and diversity are addressed in a number of settings.

Key selling points

- Broad cross section of settings – both industry and country.
- Develops tools and insights essential to starting and growing a company.
- Cases cover global issues in startups, including emerging economies.
- The sources of financing examined range from bootstrapping, angels, friends and family.

Contents

Introduction; Defining the Entrepreneurial Business Model and Cash Flow Implications; Valuation in Entrepreneurial Settings; Financing the Entrepreneurial Venture; Gender and Diversity in Entrepreneurship; Entrepreneurial Finance in Emerging Markets; Harvesting

About the Author(s) / Editor(s)

PAUL GOMPERS: EUGENE HOLMAN PROFESSOR OF BUSINESS ADMINISTRATION. Professor of Business Administration at the Harvard Business School, specializes in research on financial issues related to start-up, high growth and newly public companies. Professor Gompers has an appointment in both the Finance and Entrepreneurial Management areas.

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