

# EBoys The First Inside Account Of Venture Capitalists At Work

**Dakin Campbell**

*eBoys* Randall E. Stross,2001-03-01 In *eBOYS*, Randall Stross takes us behind the scenes and inside the heads of the gutsy entrepreneurs who are financing the hottest businesses on the Web. The six tall men who started Benchmark, Silicon Valley's most exciting venture capital firm, put themselves at the cutting edge of the new economy by backing billion dollar start-ups like eBay and Webvan. The risks were enormous--but the rewards have proven to be staggering. Within two years, eBay's net worth grew from \$20 million to more than \$21 billion, while each Benchmark founding partner saw his own personal net worth soar by hundreds of millions of dollars. For two roller-coaster years, Stross had total access not only to Benchmark's executives but to the companies they financed. He was a fly on the wall as fortunes were made in an instant, snap decisions got locked in, and new ventures took off--and sometimes crashed. Here are the testosterone-pumped conversations, round-the-clock meetings, and gutsy deals that launched the eBoys and their clients into the stratosphere of mega-wealth. Written like a novel but absolutely true, *eBOYS* brings to vivid life the glory days of the greatest business adventure of our time.

*EBoys* Randall E. Stross,2001-01-01 Looking carefully at these icons of the 1990s, the author uses his unprecedented access to the venture capitalists behind Benchmark to reveal the surprising world behind the ultimate investment gamble.

*E Boys* Randall E. Stross,2000 Randall Stross looks at how Silicon Valley creates wealth through the eyes of leading venture capitalist firm Benchmark Capital. In offices along six blocks of Sand Hill Road in Menlo Park, California, these venture capitalists will provide most of the \$50 billion likely to be invested this year alone in the new technologies of the information age. This fly-on-the-wall book follows Benchmark's five partners in their pursuit of a finite number of sensible business ideas. It is an environment in which relatively few successes must pay for many failures. Against such a background, there are compelling stories of instant decision, multi-million dollar deals, and high risk-taking. As Silicon Valley drives fundamental changes in today's global technology, Randall Stross gives us an intriguing glimpse of the money men behind the constant innovations of the digital era.

*Creative Capital* Spencer E. Ante,2008-04-08 Venture capitalists are the handmaidens of innovation. Operating in the

background, they provide the fuel needed to get fledgling companies off the ground--and the advice and guidance that helps growing companies survive their adolescence. In *Creative Capital*, Spencer Ante tells the compelling story of the enigmatic and quirky man--Georges Doriot--who created the venture capital industry. The author traces the pivotal events in Doriot's life, including his experience as a decorated brigadier general during World War II; as a maverick professor at Harvard Business School; and as the architect and founder of the first venture capital firm, American Research and Development. It artfully chronicles Doriot's business philosophy and his stewardship in startups, such as the important role he played in the formation of Digital Equipment Corporation and many other new companies that later grew to be influential and successful. An award-winning *Business Week* journalist, Ante gives us a rare look at a man who overturned conventional wisdom by proving that there is big money to be made by investing in small and risky businesses. This vivid portrait of Georges Doriot reveals the rewards that come from relentlessly pursuing what-if possibilities--and offers valuable lessons for business managers and investors alike.

**The Business of Venture Capital** Mahendra Ramsinghani,2014-07-14 The definitive guide to demystifying the venture capital business *The Business of Venture Capital*, Second Edition covers the entire spectrum of this field, from raising funds and structuring investments to assessing exit pathways. Written by a practitioner for practitioners, the book provides the necessary breadth and depth, simplifies the jargon, and balances the analytical logic with experiential wisdom. Starting with a Foreword by Mark Heesen, President, National Venture Capital Association (NVCA), this important guide includes insights and perspectives from leading experts. Covers the process of raising the venture fund, including identifying and assessing the Limited Partner universe; fund due-diligence criteria; and fund investment terms in Part One Discusses the investment process, including sourcing investment opportunities; conducting due diligence and negotiating investment terms; adding value as a board member; and exploring exit pathways in Part Two Offers insights, anecdotes, and wisdom from the experiences of best-in-class practitioners Includes interviews conducted by Leading Limited Partners/Fund-of-Funds with Credit Suisse, Top Tier Capital Partners, Grove Street Advisors, Rho Capital, Pension Fund Managers, and Family Office Managers Features the insights of over twenty-five leading venture capital practitioners, frequently featured on Forbes' Midas List of top venture capitalists Those aspiring to raise a fund, pursue a career in venture capital, or simply understand the art of investing can benefit from *The Business of Venture Capital*, Second Edition. The companion website offers various tools such as GP Fund Due Diligence Checklist, Investment Due Diligence Checklist, and more, as well as external links to industry white papers and other industry guidelines.

**Venture Deals** Brad Feld,Jason Mendelson,2011-07-05 An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a

proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, *Venture Capital Financings* puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

*The Startup Game* William H. Draper, III, 2011-01-04 *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. 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. 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.

***Confessions of a Venture Capitalist*** Ruthann Quindlen, 2000 The woman who was an early champion of Microsoft and America Online, Ruthann Quindlen, unveils the names and faces, the deals and the dollars, and the vital role of venture capital in creating companies, jobs, and wealth for the 21st century. Where do you fit in? *Confessions of a Venture Capitalist*

helps you bypass the most common errors made by start-up entrepreneurs. And it provides everyone, businesspersons and casual readers alike, with an intimate, front-row understanding of how the venture capital economy and Silicon Valley are radically changing the world we all inhabit.--BOOK JACKET.Title Summary field provided by Blackwell North America, Inc. All Rights Reserved

**The Know-It-Alls** Noam Cohen,2017-11-07 Included in Backchannel's (WIRED.com) "Top Tech Books of 2017" An "important" book on the "pervasive influence of Silicon Valley on our economy, culture and politics." —New York Times How the titans of tech's embrace of economic disruption and a rampant libertarian ideology is fracturing America and making it a meaner place In The Know-It-Alls former New York Times technology columnist Noam Cohen chronicles the rise of Silicon Valley as a political and intellectual force in American life. Beginning nearly a century ago and showcasing the role of Stanford University as the incubator of this new class of super geeks, Cohen shows how smart guys like Jeff Bezos, Peter Thiel, Sergey Brin, Larry Page, and Mark Zuckerberg fell in love with a radically individualistic ideal and then mainstreamed it. With these very rich men leading the way, unions, libraries, public schools, common courtesy, and even government itself have been pushed aside to make way for supposedly efficient market-based encounters via the Internet. Donald Trump's election victory was an inadvertent triumph of the disruption that Silicon Valley has been pushing: Facebook and Twitter, eager to entertain their users, turned a blind eye to the fake news and the hateful ideas proliferating there. The Rust Belt states that shifted to Trump are the ones being left behind by a meritocratic Silicon Valley ideology that promotes an economy where, in the words of LinkedIn founder Reid Hoffman, each of us is our own start-up. A society that belittles civility, empathy, and collaboration can easily be led astray. The Know-It-Alls explains how these self-proclaimed geniuses failed this most important test of democracy.

A Dozen Lessons for Entrepreneurs Tren Griffin,2017-11-21 A Dozen Lessons for Entrepreneurs shows how the insights of leading venture capitalists can teach readers to create a unique approach to building a successful business. Through profiles and interviews of figures such as Bill Gurley of Benchmark Capital, Marc Andreessen and Ben Horowitz of Andreessen Horowitz, and Jenny Lee of GGV Capital, Tren Griffin draws out the fundamental lessons from their ideas and experiences. Entrepreneurs should learn from past successes but also be prepared to break new ground. While there are best practices, there is no single recipe they should follow. By better understanding the views and experiences of a wide range of successful venture capitalists and entrepreneurs, readers can discern which of many possible paths will lead to success. With insight and verve, Griffin argues that innovation and best practices are discovered by the experimentation of entrepreneurs as they establish the evolutionary fitness of their business. The products and services created through this experimentation that have greater fitness survive, and less-fit products and services die. Entrepreneurs have always experimented when creating or altering a business. What is different today is the existence of modern tools and systems that allow experiments to be

conducted more cheaply and rapidly than ever before. Griffin shows that listening to what the best venture capitalists have to say is invaluable for entrepreneurs. Their experiences, if studied carefully, teach bedrock methods and guiding principles for approaching business.

**The Oxford Handbook of Creativity, Innovation, and Entrepreneurship** Jing Zhou,2015-04-15 Research-based investigations of creativity, innovation, and entrepreneurship have the potential to inform each other and enrich our knowledge of each of these areas, particularly with regard to cognitive processes and effective behaviors. Yet, while these research streams have increasingly received a great deal of attention, they have developed largely independently of one another. The Oxford Handbook of Creativity, Innovation, and Entrepreneurship addresses the critical need to integrate these three interrelated literatures. The handbook features contributions from the leading scholars in these research areas. As a group, the chapters examine the intersections of these topics to synthesize contemporary research and provide direction and stimulation for further interdisciplinary investigations of organizational creativity, innovation, and entrepreneurship.

**Songs of Profit, Songs of Loss** Daniel Scott Souleles,2019-06-01 Since the early 1980s, private equity investors have heralded and shepherded massive changes in American capitalism. From outsourcing to excessive debt taking, private equity investment helped normalize once-taboo business strategies while growing into an over \$3 trillion industry in control of thousands of companies and millions of workers. Daniel Scott Souleles opens a window into the rarefied world of private equity investing through ethnographic fieldwork on private equity financiers. Songs of Profit, Songs of Loss documents how and why investors buy, manage, and sell the companies that they do; presents the ins and outs of private equity deals, management, and valuation; and explains the historical context that gave rise to private equity and other forms of investor-led capitalism. In addition to providing invaluable ethnographic insight, Songs of Profit, Songs of Loss is also an anthropological study of inequality as Souleles connects the core components of financial capitalism to economic disparities. Souleles uses local ideas of value and time to frame the ways private equity investors comprehend their work and to show how they justify the prosperity and poverty they create. Throughout, Souleles argues that understanding private equity investors as contrasted with others in society writ large is essential to fully understanding private equity within the larger context of capitalism in the United States.

**It's About Damn Time** Arlan Hamilton,Rachel L. Nelson,2020-05-05 “A hero’s tale of what’s possible when we unlock our potential, continue the search for knowledge, and draw on our lived experiences to guide us through the darkest moments.”—Stacey Abrams From a Black, gay woman who broke into the boys’ club of Silicon Valley comes an empowering guide to finding your voice, working your way into any room you want to be in, and achieving your own dreams. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY FORTUNE In 2015, Arlan Hamilton was on food stamps and sleeping on the floor of the San Francisco airport, with nothing but an old laptop and a dream of breaking into the venture capital business.

She couldn't understand why people starting companies all looked the same (White and male), and she wanted the chance to invest in the ideas and people who didn't conform to this image of how a founder is supposed to look. Hamilton had no contacts or network in Silicon Valley, no background in finance—not even a college degree. What she did have was fierce determination and the will to succeed. As much as we wish it weren't so, we still live in a world where being underrepresented often means being underestimated. But as someone who makes her living investing in high-potential founders who also happen to be female, LGBTQ, or people of color, Hamilton understands that being undervalued simply means that a big upside exists. Because even if you have to work twice as hard to get to the starting line, she says, once you are on a level playing field, you will sprint ahead. Despite what society would have you believe, Hamilton argues, a privileged background, an influential network, and a fancy college degree are not prerequisites for success. Here she shares the hard-won wisdom she's picked up on her remarkable journey from food-stamp recipient to venture capitalist, with lessons like "The Best Music Comes from the Worst Breakups," "Let Someone Shorter Stand in Front of You," "The Dangers of Hustle Porn," and "Don't Let Anyone Drink Your Diet Coke." Along the way, she inspires us all to defy other people's expectations and to become the role models we've been looking for. Praise for *It's About Damn Time* "Reading Arlan Hamilton's *It's About Damn Time* is like having a conversation with that frank, bawdy friend who somehow always manages to make you laugh, get a little emo, and, ultimately, think about the world in a different way. . . . The book is warm, witty, and unflinching in its critique of the fake meritocracy that permeates Silicon Valley."—Shondaland

The Scientific Life Steven Shapin, 2009-08-01 Who are scientists? What kind of people are they? What capacities and virtues are thought to stand behind their considerable authority? They are experts—indeed, highly respected experts—authorized to describe and interpret the natural world and widely trusted to help transform knowledge into power and profit. But are they morally different from other people? *The Scientific Life* is historian Steven Shapin's story about who scientists are, who we think they are, and why our sensibilities about such things matter. Conventional wisdom has long held that scientists are neither better nor worse than anyone else, that personal virtue does not necessarily accompany technical expertise, and that scientific practice is profoundly impersonal. Shapin, however, here shows how the uncertainties attending scientific research make the virtues of individual researchers intrinsic to scientific work. From the early twentieth-century origins of corporate research laboratories to the high-flying scientific entrepreneurship of the present, Shapin argues that the radical uncertainties of much contemporary science have made personal virtues more central to its practice than ever before, and he also reveals how radically novel aspects of late modern science have unexpectedly deep historical roots. His elegantly conceived history of the scientific career and character ultimately encourages us to reconsider the very nature of the technical and moral worlds in which we now live. Building on the insights of Shapin's last three influential books, featuring an utterly fascinating cast of characters, and brimming with bold and original claims, *The Scientific Life* is essential reading

for anyone wanting to reflect on late modern American culture and how it has been shaped.

**Going Public** Dakin Campbell,2022-07-26 A behind-the-scenes tour of the high-stakes world of IPOs and how a visionary band of startup executives, venture capitalists, and maverick bankers has launched a crusade to upend the traditional IPO as we know it. GOING PUBLIC is a character-driven narrative centered on the last five years of unparalleled change in how technology startups sell shares to the public. Initial public offerings, or IPOs, are typically the first time retail investors can own a piece of the New Economy companies promising to rewire economic rules. Selling IPOs is also one of the most profitable businesses for Wall Street investment banks, who have spent the last 40 years protecting their profits. In an era when algorithms and software have made the financial markets more efficient, the pricing of IPOs still relies on human judgment. In 2018, executives at music-streaming service Spotify sought to upend the status quo. Led by a trim and understated CFO, Barry McCarthy, and a shy but brilliant founder, Daniel Ek, they took a wild idea and forged something new. GOING PUBLIC explores how they got comfortable with the risk, and how they lobbied securities watchdogs and exchange staff to rewrite the regulations. Readers will meet executives at disruptive companies like Airbnb, DoorDash, venture capitalists, and even some bankers who seized on Spotify's labor and used it to knock Wall Street bankers off the piles of fees they'd been stacking for so long. GOING PUBLIC weaves in earlier attempts to rethink the IPO process, introducing readers to one of Silicon Valley's earliest bankers, Bill Hambrecht, whose invention for selling shares online was embraced by Google founders Larry Page and Sergey Brin when they auctioned their shares in 2004. And it examines the recent boom in blank-check companies, those Wall Street insider deals that have suddenly become the hottest way to enter the public markets. GOING PUBLIC tells stories from inside the room, and more.

The Future for Investors Jeremy J. Siegel,2005-03-08 The new paradigm for investing and building wealth in the twenty-first century. The Future for Investors reveals new strategies that take advantage of the dramatic changes and opportunities that will appear in world markets. Jeremy Siegel, one of the world's top investing experts, has taken a long, hard, and in-depth look at the market and the stocks that investors should acquire to build long-term wealth. His surprising finding is that the new technologies, expanding industries, and fast-growing countries that stockholders relentlessly seek in the market often lead to poor returns. In fact, growth itself can be an investment trap, luring investors into overpriced stocks and overly competitive industries. The Future for Investors shatters conventional wisdom and provides a framework for picking stocks that will be long-term winners. While technological innovation spurs economic growth, it has not been kind to investors. Instead, companies that have marketed tried-and-true products for decades in slow-growth or even declining industries have superior returns to firms that develop "the bold and the new." Industry sectors many regard as dinosaurs—railroads and oil companies, for example—have actually beat the market. Professor Siegel presents these strategies within the context of the coming shift in global economic power and the demographic age wave that will sweep the United States, Europe, and Japan.

Contrary to the popular belief that these economic and demographic trends doom investors to poor returns, Professor Siegel explains the True New Economy and how to take advantage of the coming surge in invention, discovery, and economic growth. The faster the world changes, the more important it is for investors to heed the lessons of the past and find the tried-and-true companies that can help you beat the market and prosper in the years ahead.

**How the Internet Happened: From Netscape to the iPhone** Brian McCullough, 2018-10-23 A Library Journal Best Book of the Year Tech-guru Brian McCullough delivers a rollicking history of the internet, why it exploded, and how it changed everything. The internet was never intended for you, opines Brian McCullough in this lively narrative of an era that utterly transformed everything we thought we knew about technology. In *How the Internet Happened*, he chronicles the whole fascinating story for the first time, beginning in a dusty Illinois basement in 1993, when a group of college kids set off a once-in-an-epoch revolution with what would become the first “dotcom.” Depicting the lives of now-famous innovators like Netscape’s Marc Andreessen and Facebook’s Mark Zuckerberg, McCullough also reveals surprising quirks and unknown tales as he tracks both the technology and the culture around the internet’s rise. Cinematic in detail and unprecedented in scope, the result both enlightens and informs as it draws back the curtain on the new rhythm of disruption and innovation the internet fostered, and helps to redefine an era that changed every part of our lives.

*The Business of Venture Capital* Mahendra Ramsinghani, 2011-09-07 The definitive guide demystifying the venture capital business *The Business of Venture Capital* covers the entire spectrum of a venture capital business, from raising venture funds to structuring investments, value creation as board member and assessing exit pathways. Author Mahendra Ramsinghani covers the distinct aspects of the venture capital fund raising and investment process with insights and perspectives from leading experts. Interviewees include Limited Partners (LPs) such as Credit Suisse, Grove Street Advisors and General Partners (GPs) from Foundry Group, Spark Capital, Benchmark Capital, Norwest Venture Partners, Shasta Ventures and Bessemer Venture Partners. If you’re curious about venture capital businesses, you’ve found the only book that covers it all. • The first book to address the full investment cycle of the venture capital business • Demystifies the key aspects of the business - raising venture funds, fund-level due diligence and fund terms, structuring investments, value creation, and exits • Foreword by Mark Heesen, President, National Venture Capital Association • Benefit from the experiences of the best-in-class practitioners, who have made investments in leading companies like Zynga, Twitter & Foursquare • Describes how venture capital is an art as well as a science In-depth and thorough, *The Business of Venture Capital* is the one book that includes insights, tools and real world examples every practitioner can benefit from.

*A Bibliography of the Personal Computer [electronic Resource] : the Books and Periodical Articles* Roy A. Allan, 2006 This eBook bibliography on the history of the personal computer and the industry contains over 280 book notations and over 250 periodical notations. It also contains a reprint of an article by the author entitled *What Was the First Personal Computer?*

**Thinking Inside the Box** Kirk Cheyfitz, 2003-03-19 For the past decade and more, everyone in business was told that success in a rapidly changing world required constant thinking outside the box. The result has often been financially and ethically disastrous. Now, in a radical reassessment of what really works, this book shows that the business world lost its way when it forgot how to think inside the box. Challenging the prevailing wisdom and trend-of-the-minute management advice, award-winning journalist and international businessman Kirk Cheyfitz lays out a set of historically proven principles he calls The Box -- the 12 unchanging rules for building, expanding, and maintaining a strong business. Everyone with an interest in business -- whether students, entrepreneurs, corporate managers, consultants, or CEOs -- will benefit from the brilliant and fundamental insights of Thinking Inside The Box: . Learn to tell the difference between what can and cannot be controlled by management, and focus on the areas that will make the most difference. . Understand the economic principles that never change so you can devote your attention to the things that are changing all the time. . Rediscover the critical discipline of planning for profit. . Understand why some acquisitions work and most don't. . And much more... The book draws on in-depth research, Cheyfitz's long personal experience as an entrepreneur and corporate manager, and revealing interviews with business leaders such as Microsoft CEO Steve Ballmer and Prudential Securities CEO John Strangfeld. Combining these elements, Cheyfitz presents a compelling, reliable, and well-documented account of successful business practices that have met the challenges of the ages.

### Unveiling the Power of Verbal Art: An Emotional Sojourn through **Eboys The First Inside Account Of Venture Capitalists At Work**

In some sort of inundated with screens and the cacophony of immediate communication, the profound power and psychological resonance of verbal art often fade in to obscurity, eclipsed by the continuous barrage of noise and distractions. However, located within the lyrical pages of **Eboys The First Inside Account Of Venture Capitalists At Work** , a charming perform of fictional beauty that impulses with natural feelings, lies an unforgettable journey waiting to be embarked upon. Written with a virtuoso wordsmith, that interesting opus guides readers on a mental odyssey, lightly exposing the latent potential and profound affect stuck within the complex internet of language. Within the heart-wrenching expanse of the evocative examination, we will embark upon an introspective exploration of the book is key themes, dissect its charming writing style, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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