



Done Deals: Venture Capitalists Tell Their Stories

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This work provides a revealing history of the venture capital industry as told through first-person accounts. It chronicles the industry's beginnings and highlights the differences between America's West and East coast firms. More than thirty leading venture capitalists - from early pioneers such as Eugene Kleiner and Arthur Rock to current top players like Geoff Yang and John Dorrer - reveal insights gleaned from their personal experiences in successful deal-making.

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