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The first edition of Venture Deals came out in 2011. Brad Feld. Brad has been an early-stage investor and entrepreneur for over thirty years. Prior to co-founding Foundry Group, he co-founded Mobius Venture Capital and Intensity Ventures. He is also a co-founder of Techstars.

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In addition to describing venture capital deals in depth, we've tried to create context around the players, the deal dynamics, and how venture capital funds work. We've tossed in a section on negotiation, if only to provide another viewpoint into the brains of how a venture capitalist (at least the two of us) might think about negotiation.

Contents

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that there is no definitive guide to venture capital deals and as a result set out to create one. In addition to describing venture capital deals in depth, we've tried to create context around the players, the deal dynamics, and how venture capital funds work. We've tossed in a section on negotiation, if only to provide another

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