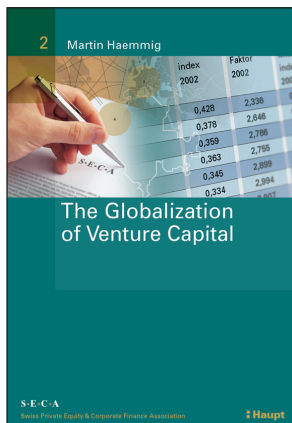


The Globalization of Venture Capital

A Management Study of International Venture Capital Firms



«Swiss Private Equity and Corporate Finance Association» Vol. 2.
XV + 606 pages, 94 graphics, 72 tables, softcover, EUR 62.–/CHF 98.–
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The mobility of people, technology and money permits the creation of new entrepreneurial firms anywhere in the world, with venture capitalists willing to access these talents in their territory. To succeed in the future, venture capitalists have to make strategic choices on industry sectors, geographic focus, their internal organizational form, fund structure and compensation, as well as their type of network to execute their strategies.

This book is based on a study that is concerned with the field of international venture capital and its global patterns, through the eyes of 100 leading venture capitalists in 13 countries across Asia, Europe, Israel and the United States. The book provides valuable insights and best practices for international venture capital firms or domestic firms that plan international expansion. It also serves investors, which need to understand the dynamics when investing in international venture funds.

Adj. Prof. Dr. **Martin Haemmig** from Switzerland studied electronics in Europe and received a higher business education in the United States. He spent the last two years in Silicon Valley and other major global technology hubs, to research innovation through venturing and to teach Entrepreneurship and Venture Capital for CSIM in San Diego and the University of California at Berkeley. During his 20 years industry experience as senior executive in electronics and aerospace, of which 12 years in United States, Asia and other European countries, he also won the Swiss national marketing championship in 1994.



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