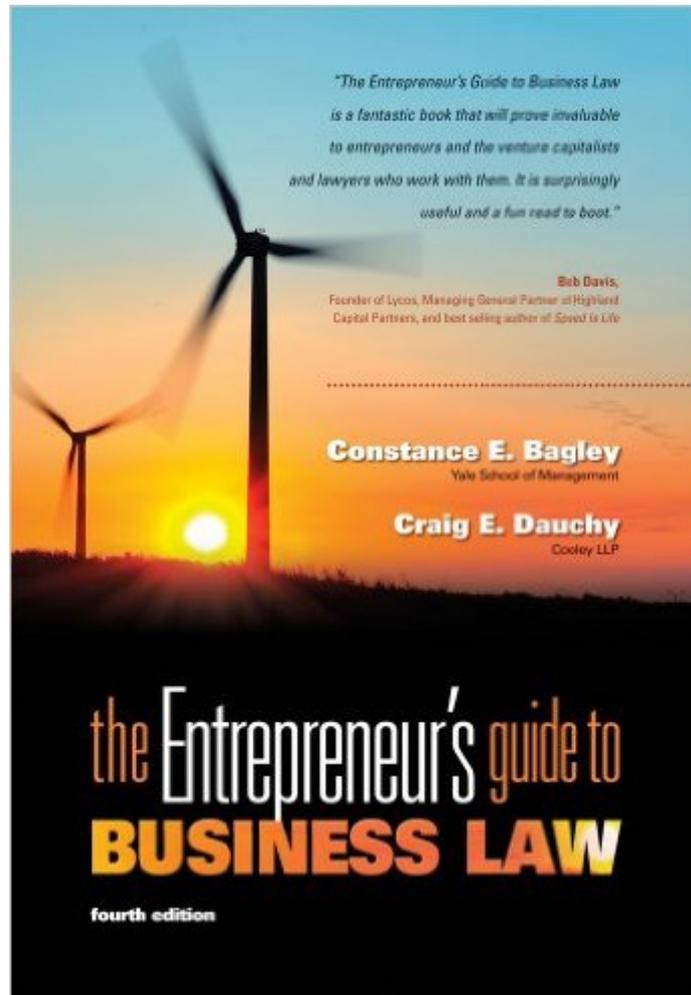


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# The Entrepreneur's Guide To Business Law



*"The Entrepreneur's Guide to Business Law is a fantastic book that will prove invaluable to entrepreneurs and the venture capitalists and lawyers who work with them. It is surprisingly useful and a fun read to boot."*

**Bob Davis,**  
Founder of Lycos, Managing General Partner of Highland Capital Partners, and best selling author of *Speed to Life*

**Constance E. Bagley**  
Yale School of Management

**Craig E. Dauchy**  
Cooley LLP

the Entrepreneur's guide to  
**BUSINESS LAW**

fourth edition



## Synopsis

The 4th Edition of THE ENTREPRENEUR'S GUIDE TO BUSINESS LAW takes students through the various stages of starting a business--from start-up and growth to an initial public offering--while highlighting the legal preparations and pitfalls that go along with them. Start-ups experience legal issues unlike those of mature companies, and this text offers seventeen chapters of advice and strategies for recognizing and managing them. Appropriate for both undergraduate and graduate coursework, this newly updated edition presents traditional topics, such as the cyclical nature of business, international issues, contract law, and bankruptcy, as well as more current issues like clean energy, e-commerce, and the effects of the recent recession on entrepreneurship. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

## Book Information

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## Customer Reviews

Any person beginning a new start-up should pick this up before they get much further than an idea. Though geared towards the major legal issues involved in starting a company, this book covers many of the essentials of beginning and structuring a business far better than most of the other books on financing or building start-ups. I've at least looked through a dozen books on the subject

and none has had better, more explicit guidance on dividing founder's equity, options, funding relationship and so much more. I cannot recommend this book highly enough; you'll be at a disadvantage without it. You can view other reviews of entrepreneur books via my reviewer profile.

This book is such a fabulous resource that I use it as my primary textbook for the M.B.A. course I teach at Kellogg entitled "Business Law for Entrepreneurs." All my new client entrepreneurs receive a hearty recommendation, and if that doesn't work, a plea, to read this insightful and practical guide. Craig C. Bradley, Senior Partner/Co-Leader, Technology Group, Freeborn & Peters, Chicago, Illinois, Adjunct Assistant Professor, J.L. Kellogg Graduate School of Business, Northwestern University

I'm a Silicon Valley executive and entrepreneur. I had to negotiate a term sheet to raise a venture capital round for my company, having never done so. The clear, concise, "human readable" advice in the book gave me all the juice I needed to swing a great deal. What's the ROI on that? And it was a hell of a lot easier and cheaper than iterating with my lawyers. If you're starting or running a small company, BUY THIS BOOK. It's a must-have!

I found this book be very insightful. Many people that start businesses rarely think of the broad legal ramifications of their business activities. This book clearly sets forth basic business and legal concepts that ALL persons entering into a business venture should consider before they begin operations. Individuals with a legal or business background may find much of the information obvious, but to the vast majority of readers, this book is a must, if they are considering launching their own business.

highly readable and informative primer on basic business law principles and their application within the context of early stage and maturing companies (from day one of the business to ipo). its use of examples is also excellent. chapter 13 (Human Resources) was particularly helpful -- the information on employment issues and the sample work agreement forms are enormously helpful. i recommend reading this book before quitting your corporate job and starting your own company -- the 2nd chapter of the book, "Leaving Your Employer," highlights certain legal restrictions that may save the entrepreneur from potential headaches in the future involving their former employer.

This book was required as a supplement to another textbook for an Advanced Business Law course

and though not thrilled about having to purchase two books for one course, I can really see the professor's vision for this book. Our main text goes into each and every detail of business law and this book gives you the real world perspective of business law in motion. This is a well put together book and I would recommend it to anyone wanting to learn about business law from an easy to read, easy to follow point of view.

This is an excellent book. I am a licensed attorney and practice corporate and securities law for a living. The Entrepreneur's Guide to Business Law is a great book, written in language accessible to everyone.

This book provides a very general overview of the subject and never delves too deeply into any specific facet of business law.

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