

APPENDIX 5

## Recommended Reading

### Venture Capital

- Block, Zenus and Macmillan, Ian. C., *Corporate Venturing: Creating New Business Within the Firm*, HBS Press, 1993.
- Chary, T. Satyanarayana, *Venture Capital: Concepts and Applications*, Macmillan India Ltd., 2005.
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- Gompfers, Paul and Lerner, Josh, *Venture Capital Cycle*, The MIT Press, 2000.
- Gupta, Udyan, *Done Deals*, HBS Press, 2000.
- Lerner, Josh, *Venture Capital and Private Equity, A Casebook*, John Wiley and Sons, Inc, 2000.
- Zygment, Jeffery, *The VC Way: Investment Secrets from the Wizards of Venture Capital*, Perseus Publishing, 2001.

### Entrepreneurship

- Arkebauer, James B., *Ultrapreneuring : Taking a Venture from Start-Up to Harvest in Three Years or Less*, McGraw-Hill, Inc., 1993.
- Barrow, Colin, Brown R. and Clarke, Liz, *The Business Enterprise Handbook*, Kogan Page, 2002.
- Collins, James C. and Cozier, Welles C., *Beyond Entrepreneurship: Turning Your Business into an Enduring Great Company*, Prentice-Hall, Inc, 1992.
- Kuhn, Robert Lawrence, *Creativity and Strategy in Mid-sized Firms*, Prentice-Hall, Inc, 1989.

- Nesheim, John L., *High Tech Start Up: The Complete Handbook for Creating Successful Companies*, The Free Press, 2000.
- Sawney, Mohan; Gulati, Ranjay and Others, *Tech Venture: New Rules for Value and Profit from Silicon Valley*, John Wiley and Sons, Inc, 2001.
- Vesper, Karl H., *New Venture Mechanics*, Prentice-Hall, Inc, 1993.
- Wichman, Philip A., *Strategic Entrepreneurship: A Decision Making Approach to New Venture Creation and Management*, Pitman Publishing, 1998.
- Williams, Sara, *Break-Out: Life Beyond the Corporation*, Penguin Books, 1993.

## Business Plan

- Burton, E. James and McBride, W. Blan, *Total Business Planning: A Step-by-Step Guide with Forms*, John Wiley and Sons, Inc, 1998.
- Freemantle, David, *The Successful Manager's Guide to Business Planning*, McGraw-Hill Book Company, 1997.
- Malburg, Christopher R., *All-In-Business Planner*, Adams Media, 1994.
- Mancuso, Joseph R., *How to Prepare and Present a Business Plan*, Fireside, Simon and Schuster, 1993.

## Best Practices and Processes

- Day, George S., *Market driven Strategy: Processes for Creating Value*, The Free Press, 1990.
- Hale, Jacques, *From Concepts to Capabilities*, John Wiley and Sons, Inc, 1995.
- Howitt, Mark, *Handbook of Good Business Practice*, Int'l Thomson Business Press, 1999.
- Neuman, Jean E.; Holti, R. and Standing, H., *Change Everything at Once: the Tavistock Inst. Guide to Developing Teamwork in Manufacturing*, Management Books 2000 Ltd, 1995.
- Tricker, Ray, *ISO9000 for Small Businesses*, Butterworth Heinemann, 1997.

## Business Strategy

- Bandrowski, James F., *Corporate Imagination Plus: Five Steps to Translating Innovative Strategies into Action*, The Free Press, 1990.
- Bono, Edward D., *Tactics: The Art and Science of Success*, Fontana Paperbacks, 1985.

- Garratt, Bob, *Developing Strategic Thought*, HarperCollinsPublishers, 1995.
- Handscombe, Richard and Norman, Philip, *Strategic Leadership, Managing the Missing Links*, McGraw-Hill Book Co. Eur, 1993.
- Levicki, Cyril, *The Strategy Workout: A Journey to the Heart of Your Business*, Pitman Publishing, 1996.
- Napuk, Kerry, *The Strategy Led Business*, McGraw-Hill Book Company, 1996.
- Noble, Sara P., *301 Great Management Ideas from Americas Most Innovative Small Companies*, Inc. Publishing, 1991.
- Quigley, Joseph V., *Vision: How Leaders Develop it, Share it and Sustain it*, McGraw-Hill, Inc., 1993.
- Robert, Michael, *Strategy Pure and Simple: How Winning CEO's Outthink Their Competition*, McGraw-Hill, Inc., 1993.
- Talbot, Marianne, *Make Your Mission Statement Work*, Howtobooks Ltd., 2000.

## Business Valuation

- Clark, Peter J. and Neil, Stephen, *The Value Mandate: Maximising Shareholder Value Across the Corporation*, AMACOM, 2001.
- Copeland, Tom; Collier, Tim and Murrin, Jack, *Valuation: Measuring and Managing the Value of Companies*, John Wiley and Sons, Inc, 1996.
- Damodaran, Aswath, *Investment Valuation: Tools and Techniques for Determining the Valuation of any Asset*, John Wiley and Sons, Inc, 1996.

## Negotiations

- Calero, Henry H. and Oskam, Bob, *Negotiate the Deal you Want*, Gamut Books, 1983.
- Clegg, Brian, *Instant Brainpower*, Kogan Page, 1999.
- Clegg, Brian, *Instant Creativity*, Kogan Page, 1999.
- Clegg, Brian, *Instant Negotiations*, Kogan Page, 1999.
- Godefroy, Christian H. and Robert, Luis, *The Outstanding Negotiator*, Judy Piatkus (Publishers) Ltd., 1993.
- Jensen, Keld and Unt, Iwar, *Negotiating Partnerships*, Pearsons Education, 2002.
- Karkass, Chester L., *Give and Take*, HarperBusiness, 1993.
- Kennedy, Gavin, *Everything is Negotiable*, Arrow, 1997.
- Kennedy, Gavin, *Negotiate Anywhere*, Business Books Ltd., 1985.

Kennedy, Gavin, *The New Negotiating Edge*, Nicholas Brealey Publishing Ltd., 1998.

Walker, Michael A. and Harris, George L., *Negotiations: Six Steps to Success*, Prentice-Hall, Inc, 1995.