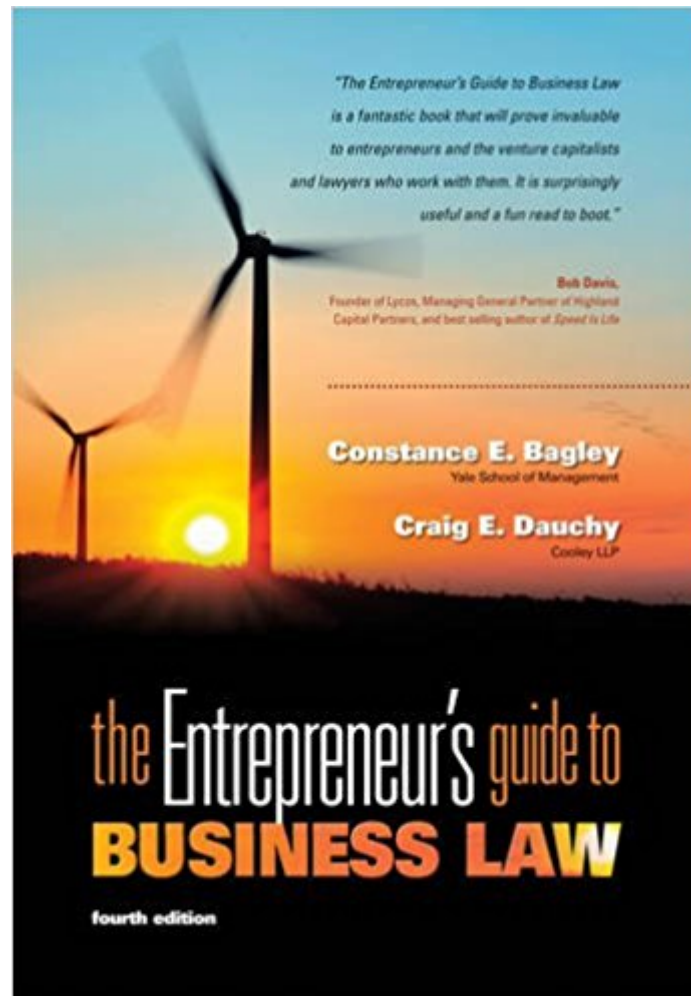




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The Entrepreneur's Guide To Business Law, 4th Edition



Synopsis

The updated 4th Edition of THE ENTREPRENEUR'S GUIDE TO BUSINESS LAW takes you 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. Packed with practical strategies for managing legal issues, the text presents the essentials on leaving your job, competing with a former employer, contract law, and bankruptcy, as well as on the most current issues like clean energy, e-commerce, and the effects of the recent recession on entrepreneurship.

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Avoid the traps that others failed to recognize. Throughout the text, **From the Trenches** boxes include examples from real-life, practicing entrepreneurs, and venture capitalists. They help you avoid the traps that others failed to recognize. **Putting it into Practice.** Based on a hypothetical, clean-technology company, this example spans the entire text and follows an entrepreneur through the phases of starting a new venture. **Getting It in Writing.** Practice putting pen to paper as you draft your own legal documents using the samples provided in this feature, such as a venture capital term sheet and an independent contractor services agreement. **Internalize the most important issues.** Expose yourself to key legal concepts and terms in the exhibits throughout the text to help you internalize the most important issues.

Constance E. Bagley is a Senior Research Fellow at Yale School of Management, where she was formerly Professor in the Practice of Law and Management and a Senior Research Scholar at Yale Law School. Previously, she was an Associate Professor at Harvard Business School, a Senior Lecturer in Law and Management at the Stanford University Graduate School of Business, and a corporate securities partner at Bingham McCutchen LLP. Dr. Bagley has published articles in numerous professional journals, including the *Academy of Management Review*, the *Harvard Business Law Review*, the *Harvard Journal of Law and Technology*, the *American Business Law Journal*, the *Stanford Journal of Law, Business & Finance*, the *University of Pennsylvania Journal of Business Law*, the *Duke Journal of Comparative and International Law*, and the *Cornell Journal of Public Policy*. She has coauthored *THE ENTREPRENEUR'S GUIDE TO LAW AND STRATEGY* and authored *WINNING LEGALLY: HOW MANAGERS CAN USE THE LAW TO CREATE VALUE, MARSHAL RESOURCES, AND MANAGE RISK*. She has also contributed chapters to *THE OXFORD HANDBOOK ON DYNAMIC CAPABILITIES* and *GENERAL COUNSEL IN THE 21ST CENTURY: CHALLENGES AND OPPORTUNITIES*. Dr. Bagley received her JD from Harvard Law School and her AB with Honors and Distinction from Stanford University. She received an honorary doctorate in economics from Lund University in Sweden in 2011. She is a member of the Bar of New York and of the Bar of California (inactive). Dr. Bagley has also taught at the University of Connecticut School of Business and its School of Law. She is the business school coeditor of eshiplaw.org and CEO of Bagley Strategic Consulting Group LLC.

Craig E. Dauchy is a partner at Cooley LLP's Palo Alto office, located in the heart of Silicon Valley, and head of the Venture Capital practice group firm-wide. Cooley has 900 lawyers globally across 12 offices located in Palo Alto, San Francisco, Los Angeles, and San Diego, California; New York City, New York; Reston, Virginia; Washington D.C., Broomfield, Colorado; Boston, Massachusetts; Seattle, Washington; and internationally in Shanghai and London. Cooley LLP is one of the nation's leading law firms providing counsel to entrepreneurs and venture capitalists. Since 2005, Cooley has been the most active law firm representing VC-backed companies going public and has ranked as the number one law firm for technology and life sciences IPOs consecutively for the past three years. Cooley has represented one-third of the market share of VC-backed IPOs across all industries and has been involved in 375 public offerings, including some of the nation's most notable securities transactions, in recent years. Cooley represents more than 325 fund manager organizations, including many of the nation's leading institutional investors, and has been recognized as the Venture Capital Department of the Year twice by *The Recorder* in recent years. Mr. Dauchy has represented entrepreneurs, emerging companies, and venture capitalists in diverse industries, including medical

devices, software, health care, electronics, and consumer products, for more than 30 years. In recent years, he has been recognized three times as a "Top 100 Lawyer" in California by The Daily Journal. He is a frequent lecturer on matters relating to securities law and public offerings, mergers and acquisitions, and venture capital. He also serves on a number of advisory boards and boards of directors. Mr. Dauchy holds a J.D. and an M.B.A. from Stanford University and graduated magna cum laude with a B.A. in history from Yale University. He is a member of the State Bar of California.

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.

One of the most important books to read if you are seeking the entrepreneurial career.

I recommend it every time I lecture to the entrepreneur MBAs at MIT and HEC Paris Today I got another unsolicited email from one of the students mentioning this book has "proven useful countless times" This book and some of the Steve Blank material, key sources for any entrepreneur Get the paper version if you can and put it on your desk for easy reference

It's a great reference. I found it very helpful and was able to validate its recommendations and guidelines with a few practicing attorneys.

Useful book for those who want to open their own business in US or for practicing lawyers.

The book serves its purpose. Very informative. (I went with the Kindle version)

Okay book with decent information. Presentation was decent. Nothing incredible but an okay source for basics.

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.

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