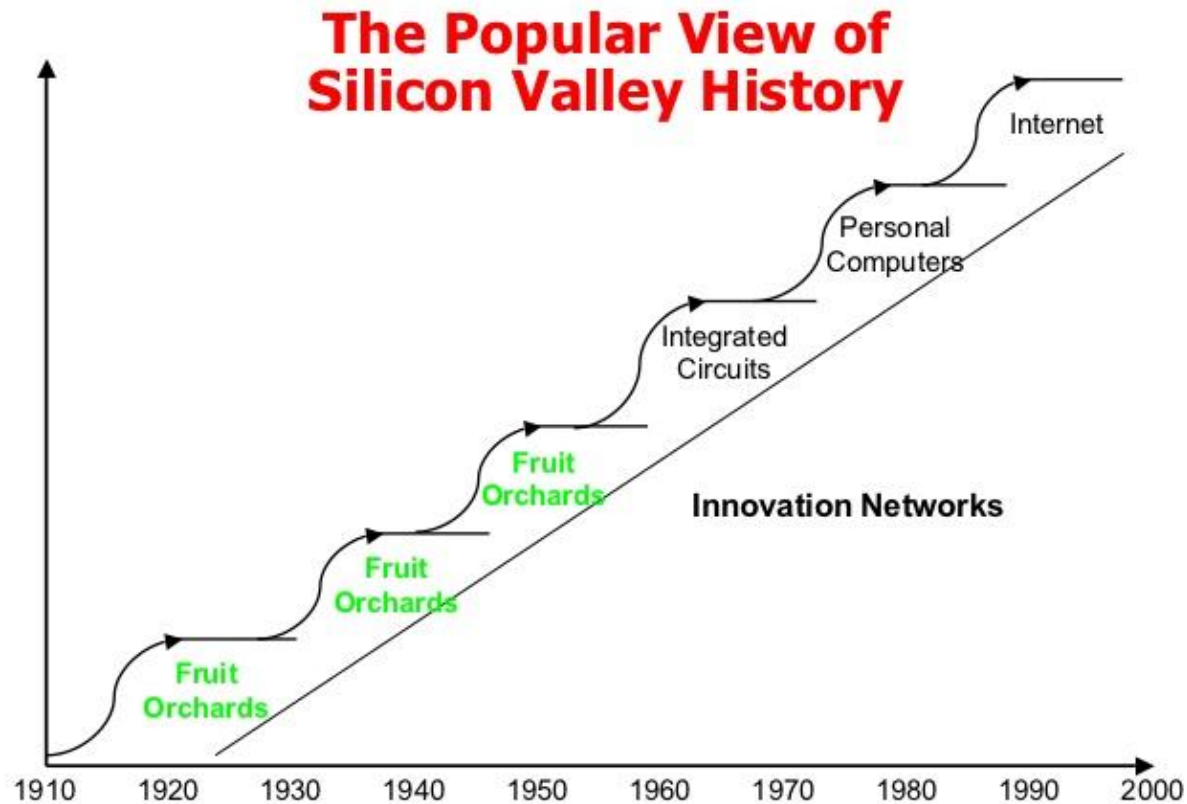


# SECRET STORY OF SILICON VALLEY

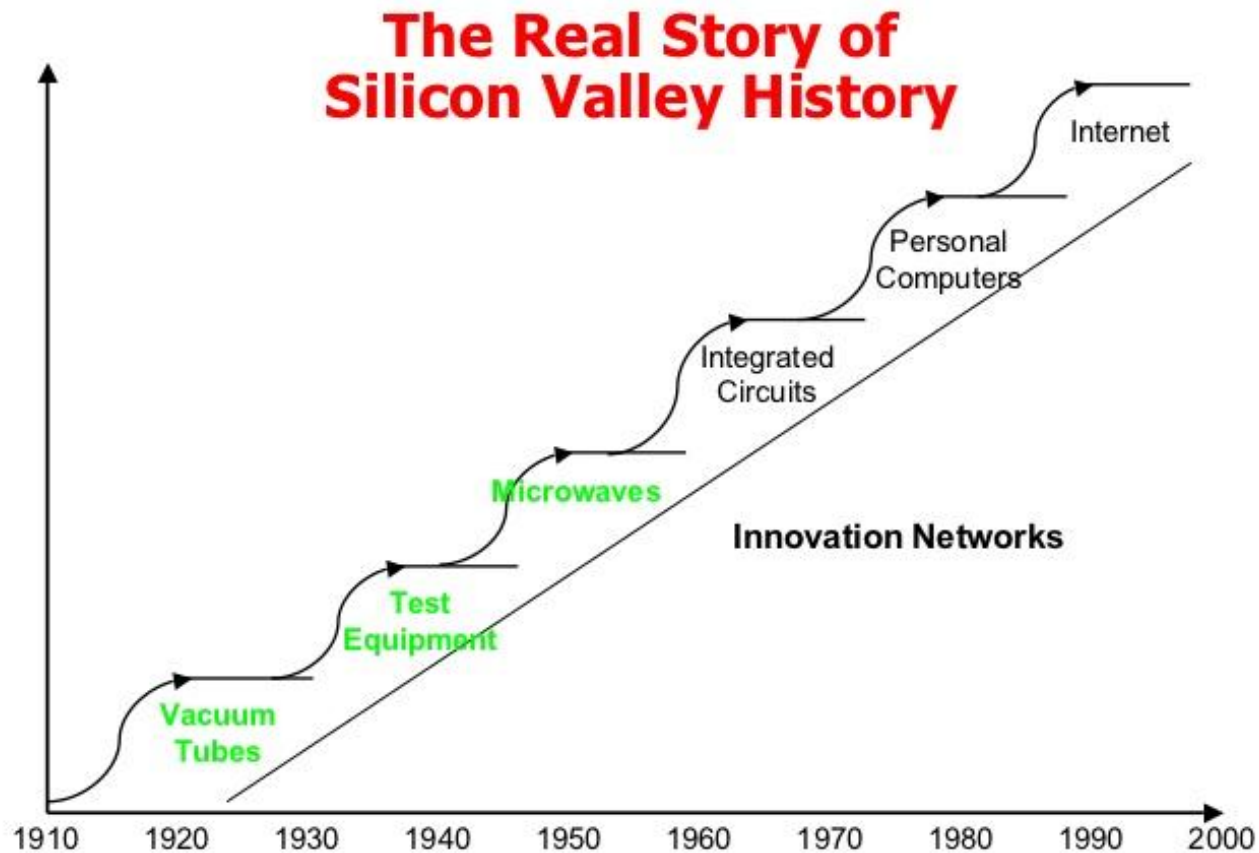
<http://steveblank.com/secret-history/>

# A told story of Silicon Valley



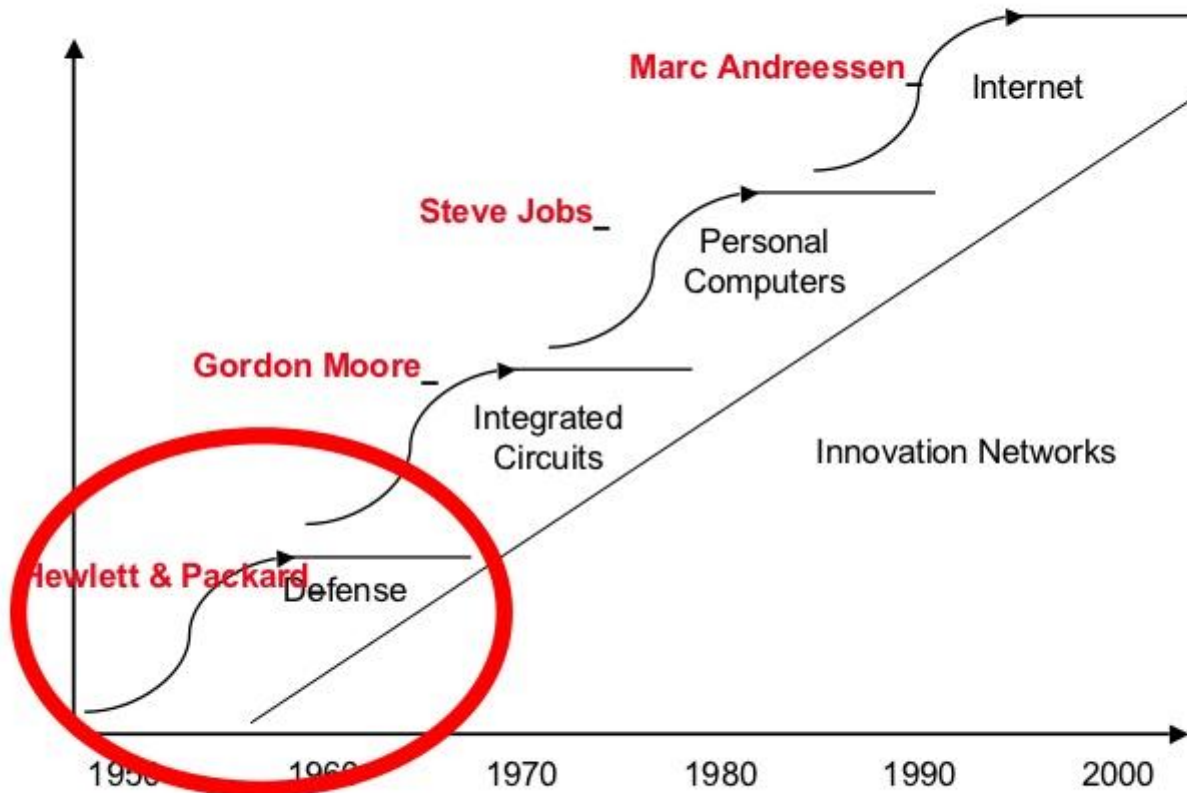
The Secret History of Silicon Valley

# A real story of Silicon Valley



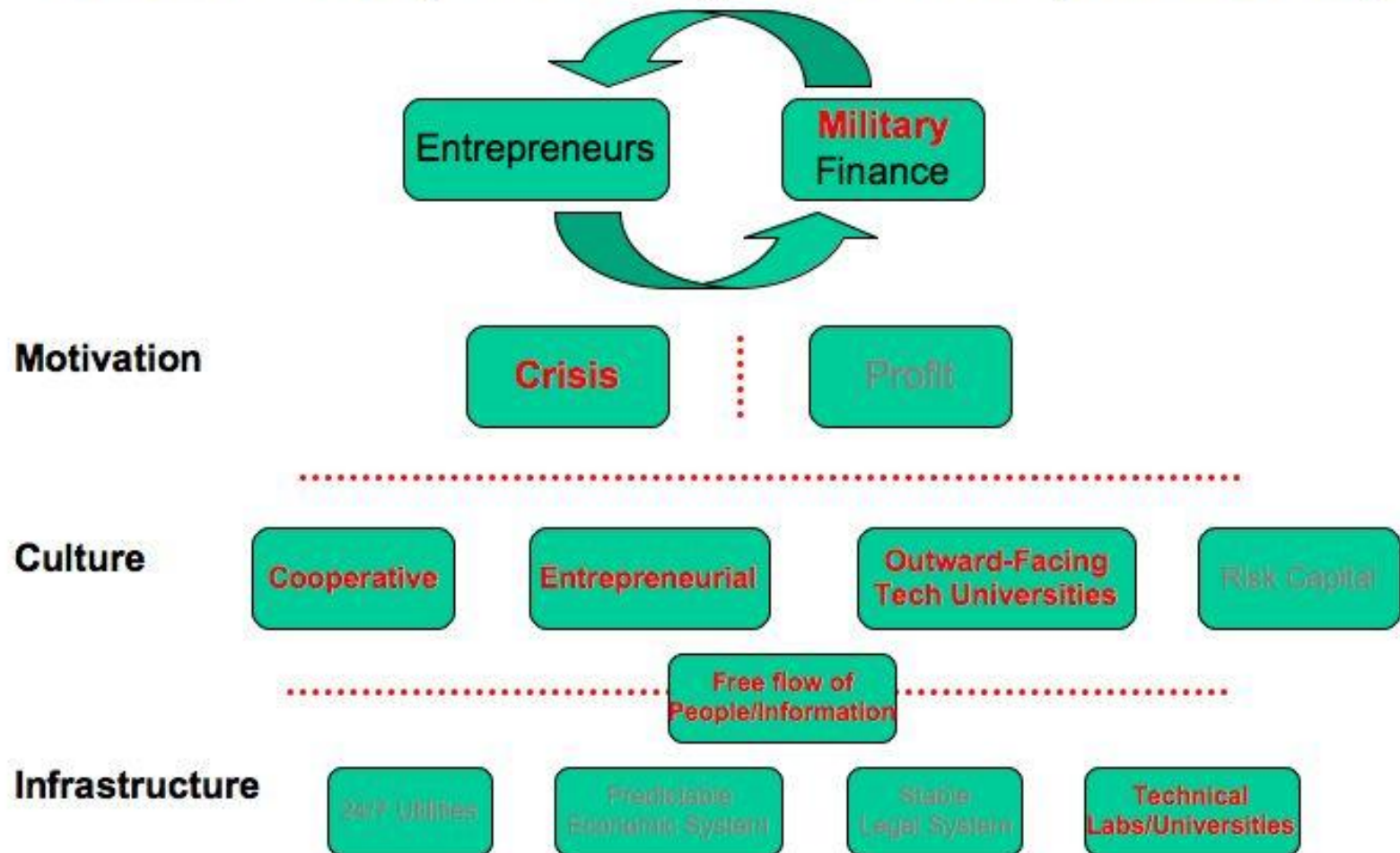
# A close-up

## The Genesis of Silicon Valley Entrepreneurship



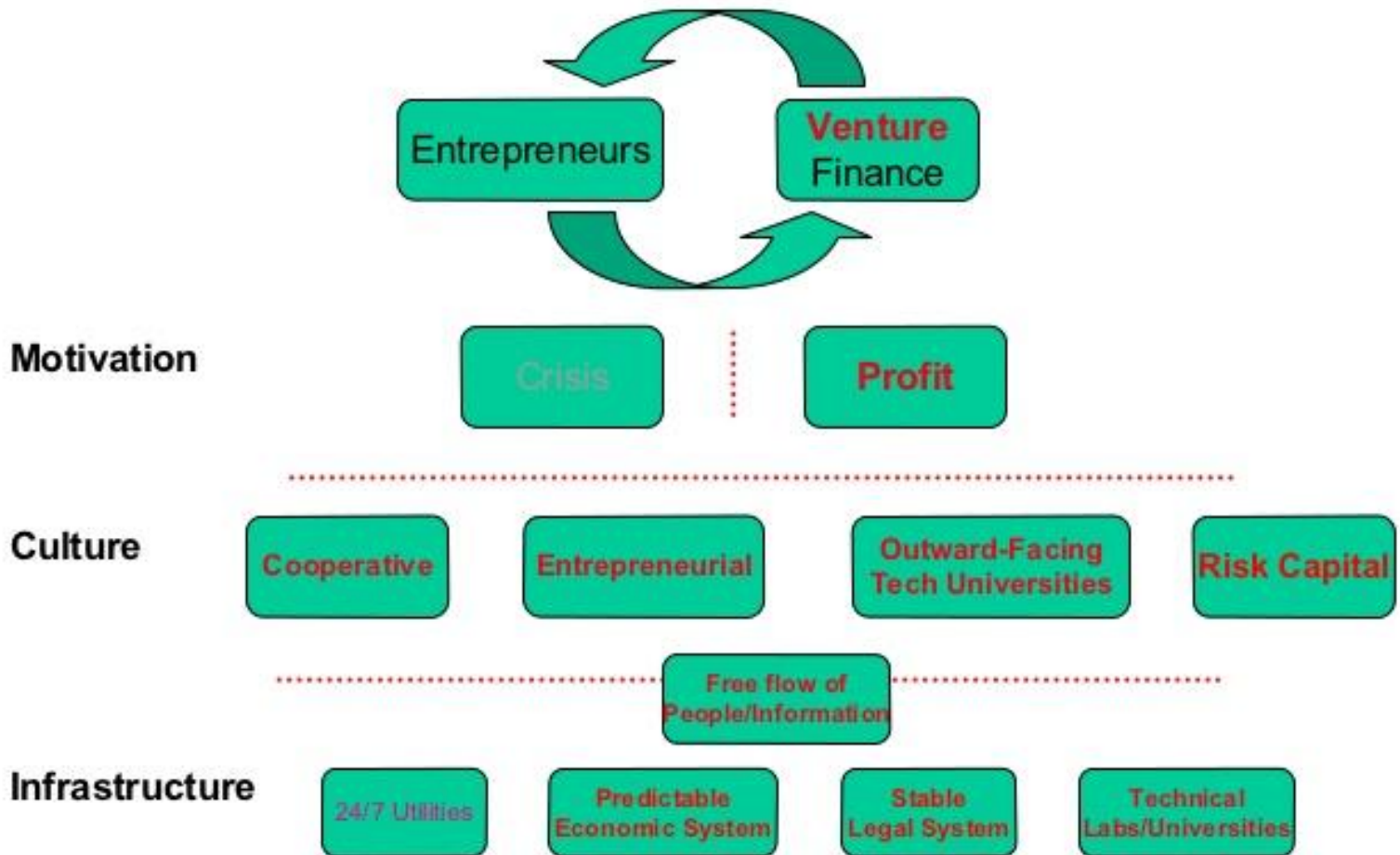
# Terman and the Cold War

## Silicon Valley's 1st Engine of Entrepreneurship



# Venture Capital

## Silicon Valley's 2nd Engine of Entrepreneurship



# EXAM

- Take 1 venture fund from the list
- Make a short description of the fund
  - Stage
  - Preferences (topics)
  - Amounts
  - Typical deal structures (if available)
- Take 4 startup companies the fund has funded
- Describe their cases
  - Origin and initiation
  - Founders
  - Investment history