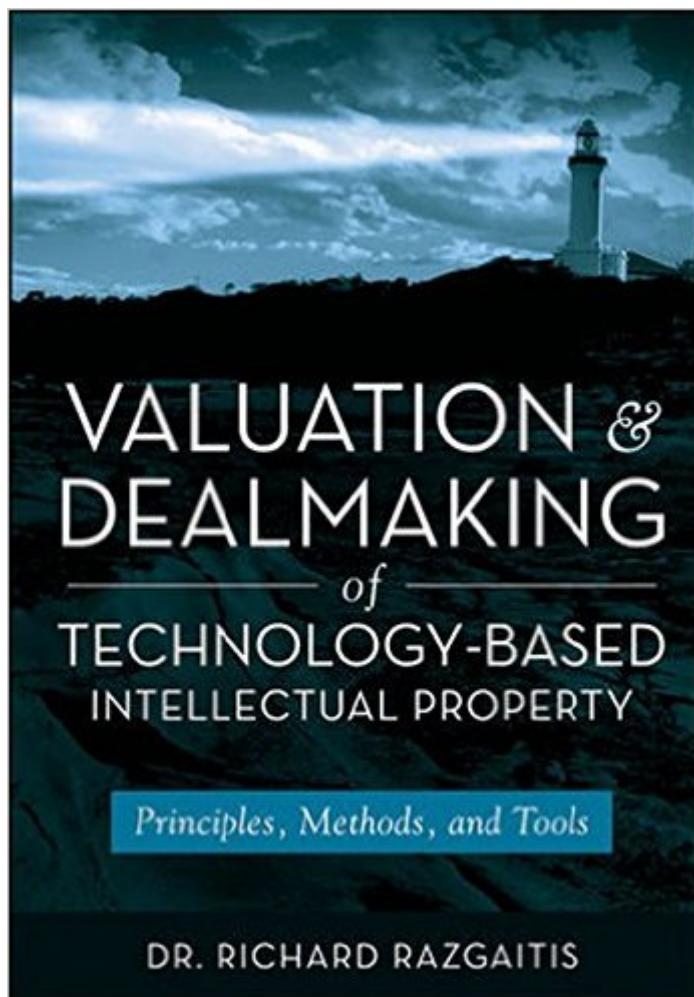


The book was found

# Valuation And Dealmaking Of Technology-Based Intellectual Property: Principles, Methods And Tools



## **Synopsis**

This indispensable tool provides readers with complete coverage of the issues, methods, and art of valuing and pricing of early-stage technologies including backgrounds in the core concepts, sources of value, methods of valuation, equity realizations, and negotiation strategies.

## **Book Information**

Hardcover: 624 pages

Publisher: Wiley; 2 edition (August 3, 2009)

Language: English

ISBN-10: 0470193336

ISBN-13: 978-0470193334

Product Dimensions: 7.5 x 1.7 x 10.3 inches

Shipping Weight: 1.3 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 starsÂ  See all reviewsÂ  (6 customer reviews)

Best Sellers Rank: #902,012 in Books (See Top 100 in Books) #64 inÂ  Books > Business & Money > Management & Leadership > Pricing #146 inÂ  Books > Law > Legal Theory & Systems > Science & Technology #300 inÂ  Books > Law > Business > Commercial

## **Customer Reviews**

Dr. Razgaitis has tackled an area that contains the most difficult question facing professionals and intellectual property owners - how to value and price embryonic technology. In recent years many have attempted to educate us on the subject of valuing intellectual property. Complex financial theories and spread-sheet models emerged, especially during the e-business bubble as some strove to explain the unexplainable valuations of enterprises whose only assets were intangible. Dr. Razgaitis obviously knows and understands the theories, but doesn't let the reader escape into flights of fancy, instead bringing one back to earth gently, sometimes with humor, sometimes with real-life anecdotes. This book allows the reader to seek information to a depth that he or she wishes. As an example, the Monte Carlo technique is presented in all its complexity for those willing and able to study it. At the same time, mathematically challenged readers can still come away with an understanding of what is going on. The author is skilled in clearly explaining complexities and the many well designed charts and tables greatly assist the reader. These are just some of the features that set this book apart and give it a strong practical value to all of those who create and exploit technology assets, and to those who advise them. Anyone in those roles should have this book within easy reach.

Dr. Razgaitis has achieved an excellent job in illustrating most types of market-practiced methods in the valuation & pricing of tech-based intellectual property. He has done it not just in a coherent manner, but also with a touch of humorous & philosophical elements, which makes the book a surprisingly enjoyable read. Despite the fact that each valuation methods has different, or even diverse, characteristics, Dr. Razgaitis managed to clearly present how each method can be practically applied in various situations, and how these methods can be jointly applied to solve business problems. He has skillfully provided knowledge & guidelines for readers to come up with their own judgement regarding what methods to be applied in various real-world situations, rather than promoting a particular method as the 'silver bullet', like some other authors may attempt to do; this is refreshing & pragmatic as technology valuation is both art & science. The references of the book are also highly valuable, as they provides good pointers to resources that would enable readers to practice the methods.

Good book. Useful in many practical situations not just in a classroom.

[Download to continue reading...](#)

Valuation and Dealmaking of Technology-Based Intellectual Property: Principles, Methods and Tools  
Valuation and Pricing of Technology-Based Intellectual Property  
The No.1 Property Investing Tips From Top UK Property Experts: Their Best Kept Secrets You Need to Know to Accelerate Your Investing Success (Property Success Series)  
Rental Property Investing Success: How to Successfully Invest In Rental Property Using Other People's Money (Real Estate, Managing, Passive Income, Rental Property)  
God and Juggernaut: Iran's Intellectual Encounter With Modernity (Modern Intellectual and Political History of the Middle East)  
Dealmaking in the Film & Television Industry: From Negotiations to Final Contracts, 3rd Ed.  
Licensing, Selling and Finance in the Pharmaceutical and Healthcare Industries: The Commercialization of Intellectual Property  
Intellectual Property Rights Management: Rookies, Dealers and Strategists  
Choreographing Copyright: Race, Gender, and Intellectual Property Rights in American Dance  
Intellectual Property (Quick Study: Law)  
The Intellectual Life: Its Spirit, Conditions, Methods  
Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions + Valuation Models  
Business Valuation for Business Owners: Master a Valuation Report, Find the Perfect Business Appraiser and Save Your Company from the Looming Disasters That You Don't Yet Know About  
Valuation Workbook: Step-by-Step Exercises and Tests to Help You Master Valuation  
Valuation Workbook: Step-by-Step Exercises and Tests to Help You Master Valuation + WS (Wiley Finance)  
Nursing

Research: Methods and Critical Appraisal for Evidence-Based Practice, 8e (Nursing Research: Methods, Critical Appraisal & Utilization) Income Property Valuation The Intellectual Toolkit of Geniuses: 40 Principles that Will Make You Smarter and Teach You to Think Like a Genius Blockchain: The Comprehensive Guide to Mastering the Hidden Economy: (Blockchain Technology, Fintech, Financial Technology, Smart Contracts, Internet Technology) The Valuation of Financial Companies: Tools and Techniques to Measure the Value of Banks, Insurance Companies and Other Financial Institutions (The Wiley Finance Series)

[Dmca](#)