



Selling the Intangible Company: How to Negotiate and Capture the Value of a Growth Firm (Wiley Finance)

Thomas Metz

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In *Selling the Intangible Company*, Thomas Metz helps entrepreneurs and venture capitalists to better understand the process of selling a company whose value is strategic. He addresses all the key issues surrounding the sale of a company in which the value is in its technology, its software, and its know-how—but has not yet shown up on its balance sheet. Filled with in-depth insights and expert advice, this book provides essential information for business professionals and technology CEOs who need to understand the nuances of selling a company with intangible value.



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