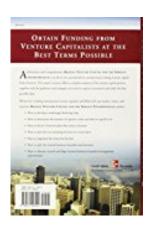
# [PDF] Raising Venture Capital For The Serious Entrepreneur

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Title: Raising Venture Capital for t

Author: Dermot Berkery Released: 2007-09-10

Pages: 288 ISBN: 0071496025 ISBN13: 978-0071496025 ASIN: 0071496025

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### **About the Author**

**Dermot Berkery** is a general partner with Delta Partners, a leading European venture capital company that invests in Ireland and the United Kingdom. He has led investments in early-stage companies in sectors such as software, electronics, mobile services, medical components, and security equipment. Mr. Berkery was formerly a Senior Manager with McKinsey & Co., where he

served clients across the U.S., Europe, Australia, and Asia, focusing mainly on financial services and energy. He also lectures on entrepreneurial finance at the MBA program at University College Dublin.

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