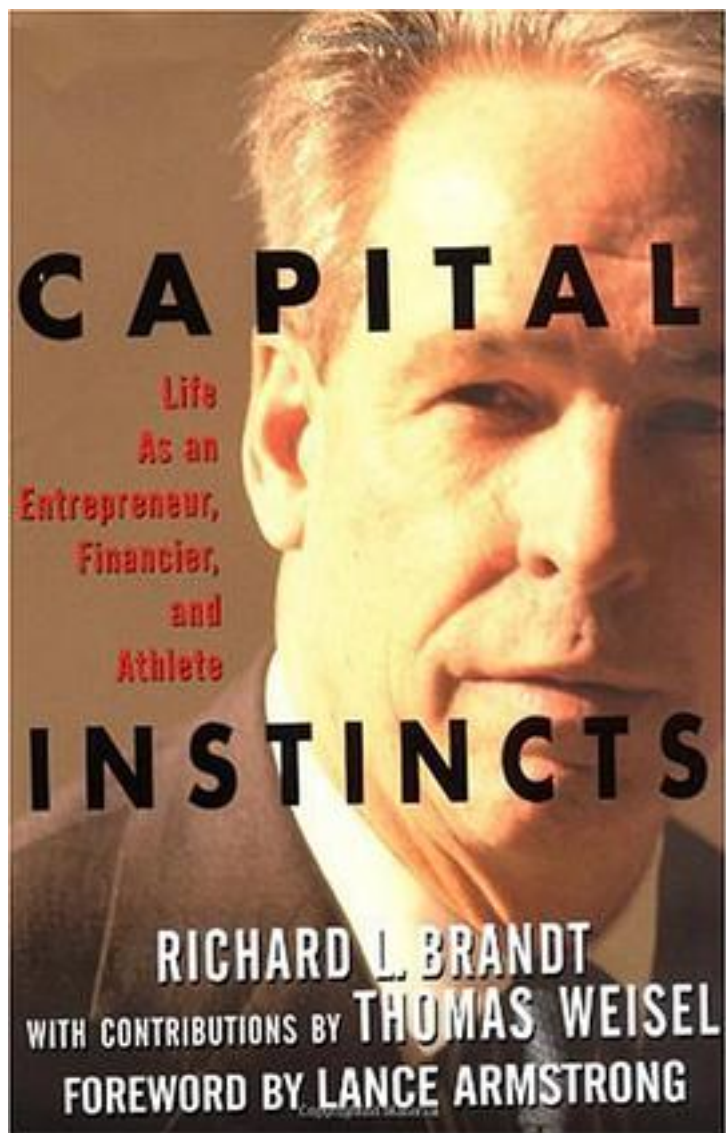


Capital Instincts



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An insider's view of the investment banking world from someone who is actually shaping it Powerful, controversial and determined, Thomas Weisel is known for his unwavering focus on winning the race, whether he is competing in a national cycling championship, sponsoring Tour de France winner Lance Armstrong or negotiating with business competitors. For twenty-seven years he ran one of the major investment banks on the West Coast, bringing public companies such as Applied Materials, Siebel Systems and Yahoo! and was instrumental in establishing San Francisco as an alternative financial center to Wall Street. In 1997 he sold his company to NationsBank, which later merged with Bank of America. Unhappy with his treatment after the merger, Weisel trumped Bank of America by negotiating a separation package that included \$500 million in stock options and the ability to hire away crucial Bank of America management. Within two years, the investment bank he started, Thomas Weisel Partners, reached half a billion dollars in revenues and negotiated high-profile deals such as Yahoo!'s merger with Geocities. Power Investor weaves Weisel's approach to success, his competitive nature and love of cycling into a fascinating inside account of the cutthroat world of investment banking. Thomas Weisel (San Francisco, CA) is the founder, CEO and Chairman of the Executive Committee of Thomas Weisel Partners, a research-driven merchant bank exclusively focused on the growth sectors of the U.S. economy. He is founder and president of Tailwind Sports, which manages the U.S. Postal Service cycling team, and was an Olympic-class speed skater and the former chairman of the U.S. Ski Foundation. Richard Brandt (San Francisco, CA) has twenty years' experience as a leading business journalist. He was a senior reporter for BusinessWeek for fourteen years and editor in chief of the technology business magazine Upside for four years.

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目录:

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