HOW DO VCs MAKE DECISIONS?

DATA HIGHLIGHTS FROM A RECENT STANFORD UNIVERSITY STUDY WHICH SURVEYED 889 VCs AT 681 FIRMS

% of Deals Closed in Past 12 Months Originating from Each Source

% of VCs Who Interact With Their Portfolio Companies at Each Frequency

Important Factors When Deciding Whether to Invest

% of Respondents Who Marked Each as Most Important for Value Creation

Average % of Portfolio Companies With Which VCs Undertake Each Activity