

Let's Make a Deal: A Crash Course on Corporate Development

"A startup is founded, first product ships, customers engage, and then a larger company's corporate development team sends a blind email requesting to connect and compare notes. If you're a venture-backed startup, it would be wise to generate a return at some point, which means either get acquired," reports Todd Graham in Tech Crunch.

"If you're going to get acquired, chances are you're going to spend a lot of time with corporate development teams. With a hot stock market, mountains of cash and cheap debt floating around, the environment for acquisitions is extremely rich. And as I've been on both sides of these equations, an increasing number."

Read the article.