

VENTURE CAPITAL'S DEALS DECISION-MAKING PROCESS BY USING FUZZY AHP, EXTENT
ANALYSIS AND TOPSIS TECHNIQUE

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Abstract

The decision making of deals for venture capital(VC) industrial is a key success factor in its investment. This paper aims for decision process of venture capitalists. A new approach for handling fuzzy AHP and TOPSIS technique, with the use of extent analysis method for the synthetic extent value S_i of the pairwise comparison. In this methodology, first we try to calculate weight of deal evaluating criteria, product/service, target market, financial potential, return, risk and entrepreneur related factors, by using extent analysis method. Then we implement TOPSIS algorithm to rank the deals' preference, and get the final evaluating process of deals well done. The evaluation process of deals is demonstrated by an example.

Keyword : decision making process , fuzzy AHP , TOPSIS technique