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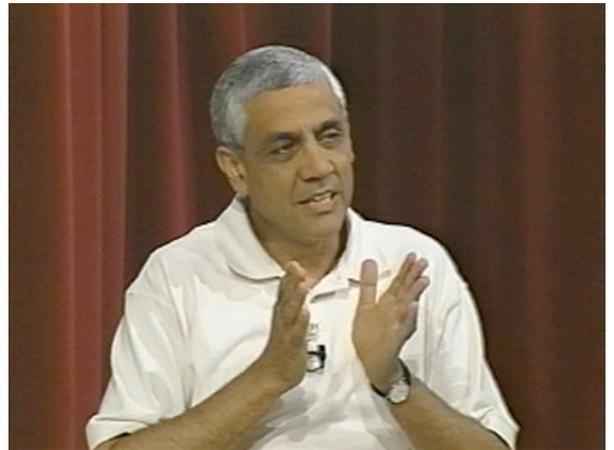
### Build a Company to Change the World

Vinod Khosla, *Khosla Ventures*

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Video URL: <http://ecorner.stanford.edu/videos/21/Build-a-Company-to-Change-the-World>

Khosla never intended to be a venture capitalist and still doesn't consider himself as one. He considers himself a venture assistant who has little interest in business other than its necessity for economics and its power to change the world. Khosla loves technology and believes that it drives most of the change that happen in the world.



#### Transcript

First, I never intended to be a VC and I actually still don't think of myself as a VC. So we have much debate in our partnership because I never in the interview of other things ever say I'm a venture capitalist. I say I'm a venture assistant; a term John Doerr doesn't like. John Doerr was my boarded son and he recruited me into Kleiner Perkins. It was actually for a very simple reason. I was hoping to do something quite different than VC and quite different than business. I actually don't like business very much. I have no interest in business other than it's necessary to make economics work for everybody who's involved for something to be sustainable. And so you use that way, the sustainability of the economic model to do what you really want to do which is change the world in some way. I love technology and I think technology causes most of the change that happens, and so I love taking nascent level things.

My favorite little startup right now which is only about 15 people, two PhDs out of MIT that we funded and we can talk about it at some point. But the whole goal is to achieve something and there's a big difference between investment and investment is a buy and a sell transaction because you don't get a rate of return on your investment till you sell whatever you buy. Company building is a whole different thing. It's not about buy and sell. It's a one-way street. It's about a passion and a mission to do something large and significant and change the world in some way. That's what I'm most interested in. That's why basically the Kleiner Perkins' philosophy has been about building companies, not about doing deals. In fact, deal is considered a dirty word around Kleiner Perkins. We don't want to do deals.

We don't want to do transactions. The normal lingua franca of sort of the financial world is not something that's very well; people cringe when you talk about a deal inside because the very notion...