

The Hard Thing About Hard Things The Goble Group

The Hard Thing About Hard Things by Ben Horowitz - A 30-minute Summary & Analysis
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Summary of Ben Horowitz's The Hard Thing About Hard Things
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SUMMARY - The Hard Thing About Hard Things: Building A Business When There Are No Easy Answers By Ben Horowitz
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ben horowitz cofounder of andreessen horowitz and one of silicon valley's most respected and experienced entrepreneurs offers essential advice on building and running a startup practical wisdom for managing the toughest problems business school doesn't cover based on his popular ben's blog while many people talk about how great it is to start a business very few are honest about how difficult it is to run one ben horowitz analyzes the problems that confront leaders every day sharing the insights he's gained developing managing selling buying investing in and supervising technology companies a lifelong rap fanatic he amplifies business lessons with lyrics from his favorite songs telling it straight about everything from firing friends to poaching competitors cultivating and sustaining a ceo mentality to knowing the right time to cash in filled with his trademark humor and straight talk the hard thing about hard things is invaluable for veteran entrepreneurs as well as those aspiring to their own new ventures drawing from horowitz's personal and often humbling experiences

please note this is a summary of the book and not the original book the hard thing about hard things by ben horowitz a 30 minute summary analysis inside this instaread summary overview of the entire book introduction to the important people in the book summary and analysis of all the chapters in the book key takeaways of the book a reader's perspective preview of this summary introduction ben explains that every time he reads a self help or management book he thinks about the fact that it didn't really address the hard things like laying people off or having good people start demanding unreasonable things the problem with self help books is that they try to provide a recipe for dealing with difficult dynamic situations challenging situations can not be solved with a formula instead of using a formula in this book the author presents his story as he progressed from an entrepreneur to ceo to

venture capitalist he shares some of the lessons he has learned along the way he explains that although circumstances may differ patterns and lessons resonate with each experience for the last several years he has shared lessons learned on his popular blog many people have emailed him to ask about the stories behind the lessons ben shares that he has been inspired along the way by many family members friends and advisers who have helped him hip hop rap music has also inspired him because these artists aspire to be both great and successful he also admires that rappers see themselves as entrepreneurs 1 from communist to venture capitalist ben s grandparents were card carrying communists his dad grew up indoctrinated in the communist philosophy ben s family moved to berkeley california in 1968 his dad then became the editor of the famous new left magazine ramparts when ben was five his family moved to bonita avenue a middle class berkeley neighborhood one day a friend of ben s older brother roger pointed to an african american kid down the block who happened to be riding in a red wagon roger dared ben to go tell the kid to give him his wagon and if he refused to spit in his face and call him a racial epithet roger wasn t a racist and did not come from a bad family ben later found out that he had schizophrenia he had wanted to see a fight ben was afraid of roger and his demand put him in a very tough situation he thought roger would beat him up if he didn t do what he told him to do he was also afraid to ask for the wagon he walked toward the boy and when he got near enough he said can i ride in your wagon the boy joel clark jr said sure ben turned to look at roger and saw that he was gone ben went on to play with joel all day and they have been best friends ever since that experience taught ben that being scared didn t mean he was guiltless he learned that what he did mattered and determined whether he would be a hero or a coward if he had completely followed roger s order he would have never met his best friend he also learned not to judge things by appearance alone if a

please note this is a summary of the book and not the original book the hard thing about hard things by ben horowitz a 30 minute summary analysis inside this instead summary overview of the entire book introduction to the important people in the book summary and analysis of all the chapters in the book key takeaways of the book a reader s perspective preview of this summary introduction ben explains that every time he reads a self help or management book he thinks about the fact that it didn t really address the hard things like laying people off or having good people start demanding unreasonable things the problem with self help books is that they try to provide a recipe for dealing with difficult dynamic situations challenging situations can not be solved with a formula instead of using a formula in this book the author presents his story as he progressed from an entrepreneur to ceo to venture capitalist he shares some of the lessons he has learned along the way he explains that although circumstances may differ patterns and lessons resonate with each experience for the last several years he has shared lessons learned on his popular blog many people have emailed him to ask about the stories behind the lessons ben shares that he has been inspired along the way by many family members friends and advisers who have helped him hip hop rap music has also inspired him because these artists aspire to be both great and successful he also admires that rappers see themselves as entrepreneurs 1 from communist to venture capitalist ben s grandparents were card carrying communists his dad grew up indoctrinated in the communist philosophy ben s family moved to berkeley california in 1968 his dad then became the editor of the famous new left magazine ramparts when ben was five his family moved to bonita avenue a middle class berkeley neighborhood one day a friend of ben s older brother roger pointed to an african american kid down the block who happened to be riding in a red wagon roger dared ben to go tell the kid to give him his wagon and if he refused to spit in his face and call him a racial epithet roger wasn t a racist and did not come from a bad family ben later found out that he had schizophrenia he had wanted to see a fight ben was afraid of roger and his demand put him in a very tough situation he thought roger would beat him up if he didn t do what he told him to do he was also afraid to ask for the wagon he walked toward the boy and when he got near enough he said can i ride in your wagon the boy joel clark jr said sure ben turned to look at roger and saw that he was gone ben went on to play with joel all day and they have been best friends ever since that experience taught ben that being scared didn t mean he was guiltless he learned that what he did mattered and determined whether he would be a hero or a coward if he had completely followed roger s order he would have never met his best friend he also learned not to judge things by appearance alone if a

please note this is a companion version not the original book sample book insights 1 i grew up in berkeley california which was known as the people s republic of berkeley i was extremely shy and terrified of adults but my mother was the most patient person in the world 2 i was too scared to walk down the street to get the wagon so i asked another boy if i could ride in his wagon i had never met joel clark jr before but we have been best friends ever since 3 i grew up in berkeley a town that frowned upon football as being too

militaristic i was the only kid on the football team who was also on the highest academic track in math i learned to separate facts from perception and this helped me when i became an entrepreneur and ceo 4 my blind date with felicia wiley was a disaster she arrived late wearing white shorts and looked as pretty as can be her first impression was that i was a thug and she was right i had forgotten about the fistfight i d been in the day before

summary of the hard thing about hard things many people talk about how exciting it is to start a company but not about how difficult it is to operate one it combines business teachings with lyrics from songs telling it like it is about anything from firing friends to poaching competitors from establishing and maintaining a ceo mentality to knowing when to sell summary of the hard thing about hard things is for senior entrepreneurs including those dreaming to their own new businesses and it s filled with humor and direct speaking as well as personal and often bumbling experiences disclaimer this is a summary of the book not the original book and contains opinions about the book it is not affiliated in any way with the original author

our summary is short simple and pragmatic it allows you to have the essential ideas of a big book in less than 30 minutes as you read this summary you will discover that starting and running a business is not always the source of fulfillment you had hoped for many obstacles stand in your way and the daily life of a ceo is littered with difficult decisions ben horowitz has experienced this and presents in this book the means he used to face them you will also discover that the most difficult problems encountered by a ceo do not have a perfect solution that being a ceo requires a lot of courage and perseverance that all problems grow and multiply as you succeed and your company grows in this book ben horowitz discusses the difficulties you encounter when starting a business setting and achieving ambitious goals is nothing compared to having to fire your team if you fail hiring and finding talent is much less difficult than having to manage them when their behavior becomes intolerable there is no miracle recipe you have to learn how to become a manager and a ceo and that learning is difficult buy now the summary of this book for the modest price of a cup of coffee

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