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Wasserman The Founder's Dilemmas:

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Can Sink a Startup **Noam Wasserman-The**

**Founder's Dilemmas [Entire Talk]** Noam

Wasserman: A Co-Founder Dilemma ~~Noam~~

~~Wasserman — Bestselling Author of The~~

~~Founder's Dilemmas [Fireside Chat]~~ *Founder's*  
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Founder's Dilemmas: Should I Co-Found? With

Whom? *The Founder's Dilemmas Anticipating and*

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*start-ups succeed | Bill Gross Startup CEO:*  
*Role of a CEO What is a Co-Founder \u0026*  
*Should I Have One?*

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How to Divide Equity Between Co-Founders in a  
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~~Christensen~~ ~~VIDEO BOOK SUMMARY~~ *Founder's Dilemmas: Challenges on the Road to Growth*

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~~Founders Dilemmas: Relationships - How They Handle Crisis~~ ~~Founder's Dilemmas:~~

~~Relationships - \"Co-Founders Should Be Good At Something You're Not\"~~ *Founder's Dilemmas*

- Should I Co-Found? With Whom?: Applying Previous Skills *Founder's Dilemmas:*

*Relationships - \"Know Each Other's Roles\"*  
*Should you go Solo or with CoFounder ? |*

*Social Entrepreneurship #8* ~~The Founders Dilemmas~~ ~~Anticipating And~~

Wasserman has identified clear a set of dilemmas facing founders. Choices have to be

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made between alternatives with no choice obviously better than another. All come with significant upsides and downsides. Solved appropriately, the founders will survive to face the next dilemma. Fail, and there could be no next dilemma.

~~Amazon.com: The Founder's Dilemmas:  
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“The Founder’s Dilemmas” comes recommended by relevant authors Brad Feld, Eric Ries and my former classmate Jeff Busgang, all of whom really know what they are talking about. It’s rigged up as a parallel structure between

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serious statistical research and anecdotal stories that are meant to guide you, the entrepreneur, in the early decisions that stand to influence the future success of your business.

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"The Founder's Dilemmas fills an important gap in the entrepreneurship literature by providing an in-depth treatment of the people problems that confront all new business founders. Wasserman argues that people problems are responsible for a significant



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The Founder's Dilemmas draws on the inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, while mining quantitative data on almost ten thousand founders. People problems are the leading cause of failure in startups. This book offers solutions.

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Bad decisions at the inception of a promising venture lay the foundations for its eventual ruin. The Founder's Dilemmas is the first book to examine the early decisions by

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pitfalls founders face and how to avoid them.

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The Founder's Dilemmas: Anticipating and  
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Startup. (Inglés) Pasta blanda - Illustrated,  
1 abril 2013. por. Noam Wasserman (Autor) >  
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Encuentra todos los libros, lee sobre el  
autor y más.

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Noam Wasserman, a long-time Harvard Business School professor and author of the bestseller *The Founder's Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup*, this summer will...

~~The Founder's Dilemma — Harvard Business  
Review~~

"The Founder's Dilemmas fills an important gap in the entrepreneurship literature by providing an in-depth treatment of the people problems that confront all new business

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founders. Wasserman argues that people problems are responsible for a significant portion of startup failures, and that entrepreneurs tend to underestimate their potentially dangerous long-term effects.

~~The Founder's Dilemmas: Anticipating and Avoiding the ...~~

The Founder's Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and Entrepreneurship series) by Noam Wasserman. 

Often downplayed in the excitement of starting up a new business

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Can Sink A Startup The most important decisions entrepreneurs will face: should they go it alone, or bring in cofounders, hires, and investors to help build the business?

~~The Founder's Dilemmas by Wasserman, Noam (ebook)~~

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The Founder's Dilemmas draws on the inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, while mining quantitative data on almost ten thousand founders. People problems are the leading cause of failure in startups. This book offers solutions. [click to read more](#)

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"The Founder's Dilemmas fills an important gap in the entrepreneurship literature by providing an in-depth treatment of the people problems that confront all new business founders. Wasserman argues that people problems are responsible for a significant portion of startup failures, and that

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~~The Founder's Dilemmas | Princeton University  
Press~~

Don't have time to read? Here's a quick but comprehensive summary of Noam Wasserman's "The Founder's Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup," released March 31, ...

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The Founder's Dilemmas: Anticipating and

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To the extent that some founders have trouble  
focusing on a single idea rather than  
pursuing new projects, boards can also serve  
as a check on that tendency." ? Noam

Wasserman, The Founder's Dilemmas:  
Anticipating and Avoiding the Pitfalls That  
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The Founder's Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

A guide to the early decisions that can make

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Can Sink A Startup ventures. Often downplayed in the excitement of starting up a new business venture is one of the most important decisions entrepreneurs will face: should they go it alone, or bring in cofounders, hires, and investors to help build the business? More than just financial rewards are at stake. Friendships and relationships can suffer. Bad decisions at the inception of a promising venture lay the foundations for its eventual ruin. The Founder's Dilemmas is the first book to examine the early decisions by entrepreneurs that can make or break a startup and its team. Drawing on a decade of

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research, Noam Wasserman reveals the common pitfalls founders face and how to avoid them. He looks at whether it is a good idea to cofound with friends or relatives, how and when to split the equity within the founding team, and how to recognize when a successful founder-CEO should exit or be fired.

Wasserman explains how to anticipate, avoid, or recover from disastrous mistakes that can splinter a founding team, strip founders of control, and leave founders without a financial payoff for their hard work and innovative ideas. He highlights the need at each step to strike a careful balance between

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Controlling the startup and attracting the best resources to grow it, and demonstrates why the easy short-term choice is often the most perilous in the long term. The Founder's Dilemmas draws on the inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, while mining quantitative data on almost ten thousand founders. People problems are the leading cause of failure in startups. This book offers solutions.

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After two decades of research on founders, a best-selling book on the subject, and experience teaching and mentoring thousands of students in this field, Noam Wasserman is a prominent authority on startups. Hearing

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from countless readers and students that his insights helped them with important life decisions, beyond the incubator and boardroom, Wasserman brings us a new book that applies to everyday life his research on the methods of successful startup founders. Like entrepreneurs, we all deal with uncertainty, tough decision-making, and necessary problem-solving. Whether we freelance or work for large organizations, whether we're married or single, have kids or not, we must be able to think on our feet, assess risks and opportunities, and recruit others to help us navigate them. This book

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offers important advice for envisioning change in our lives—from contemplating the next step in a relationship to making a radical career move—and managing changes to which we've already committed. We can learn to recognize our own well-worn patterns and keep our tendencies and habits in check, recruit a personal taskforce—our own board of directors—to advise us, and plan ahead for growth. With his extensive database of entrepreneurship case studies—from Pandora to Twitter to Nike—complemented with data on 20,000 founders, Wasserman is able to go deeply into the entrepreneurial mindset and

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\* 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 see that the founding decisions of a young company define its entire future. \*You will also discover that : a large part of a company's challenges are related to its team and its internal structure; the first decisions should not be taken lightly, because it is very difficult to go back on them afterwards; the choice of

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the actors to be involved and the role that will be reserved for them determine the resources that the company will have at its disposal; two main motivations influence decision-making: the search for control or profitability. \*The creation of a company is an adventure with many unknowns. Numerous studies have been conducted to judge the most productive business strategies, but external factors are not the only agents of success or failure. A company is not just an offer, it is above all a team and a structure. Each of the first decisions, affecting employees, represents a turning point for a young start-

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up. They must therefore be well thought out and coherent. \*Buy now the summary of this book for the modest price of a cup of coffee!

Now available in paperback—with a new preface and interview with Jessica Livingston about Y Combinator! Founders at Work: Stories of Startups' Early Days is a collection of interviews with founders of famous technology companies about what happened in the very earliest days. These people are celebrities now. What was it like when they were just a couple friends with an idea? Founders like Steve Wozniak (Apple), Caterina Fake

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(Flickr), Mitch Kapor (Lotus), Max Levchin (PayPal), and Sabeer Bhatia (Hotmail) tell you in their own words about their surprising and often very funny discoveries as they learned how to build a company. Where did they get the ideas that made them rich? How did they convince investors to back them? What went wrong, and how did they recover? Nearly all technical people have thought of one day starting or working for a startup. For them, this book is the closest you can come to being a fly on the wall at a successful startup, to learn how it's done. But ultimately these interviews are required



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reading for anyone who wants to understand business, because startups are business reduced to its essence. The reason their founders become rich is that startups do what businesses do—create value—more intensively than almost any other part of the economy. How? What are the secrets that make successful startups so insanely productive? Read this book, and let the founders themselves tell you.

What are you waiting for? Whether you're dreaming about starting a business, learning about entrepreneurship or on the brink of

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field (Research Roots) brand new chapter on "The Ask" - strategies for initiating the process of co-creating with partners data that will challenge conventional entrepreneurship wisdom a broader perspective on the science of entrepreneurship In this vibrant updated edition, you will find these ideas presented in the concise, modular, graphical form made popular in the first edition, perfect for those learning to be entrepreneurs or those already in the thick of things. If you want to learn about entrepreneurship in a way that emphasizes action, this new edition is vital reading. If

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you have already launched your  
entrepreneurial career and are looking for  
new perspectives, take the effectual  
entrepreneurship challenge! this book is for  
you. If you feel that you are no longer  
creating anything novel or valuable in your  
day job, and you're wondering how to change  
things, this book is for you. Anyone using  
entrepreneurship to create the change they  
want to see in the world will find a wealth  
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and practical techniques in these pages and  
on the accompanying website:  
[www.effectuation.org](http://www.effectuation.org) So, what are you waiting

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Get the real guidance you need to create and build your first startup company from founders who have been there many times before. The first run printing of The Startup Playbook SOLD OUT! So, we revised, expanded, and improved this second edition, including a new foreword by Brad Feld, author of Venture Deals. We still give our personal, how-to guide for building your startup from the ground up. You'll find a collection of the major lessons and shortcuts we've learned that will shift the odds in your favor. We're

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sharing our tips, secrets, and advice in a frank, founder-to-founder discussion with you. We make no bones about our bias. We're on your side, the founder's side. While venture capitalists, investors, and accelerators/incubators can add great value in the startup ecosystem, this book isn't about their points of view. We'll tell you where our interests as founders diverge from those on the other side of the table—investors, bankers, advisors, board members, and others—and what to do when that happens. The Startup Playbook is not a recipe, it's not a template, it's not a list

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Can Sink A Startup. It's our insider's guide to starting a company and running it successfully in those critical early months. Between us, we've started over a dozen high-tech software companies and raised over \$500 million in investment capital. We've acquired over thirty-five companies, had three of our startups go public, sold six of them, and we made billions of dollars for shareholders. We've also invested in over eighty startups, advised and mentored over two hundred companies and actively worked with venture capitalists (VCs), incubators, and accelerators to help launch many other new

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startups. We've had plenty of failures, too. And we've probably learned more from those than from the successes. We share those lessons as well. The Startup Playbook is full of our advice, guidance, do's, and don'ts from our years of experience as founders many times. We want to share our hard-earned knowledge with you to make success easier for you to achieve. "This book is extraordinarily fresh and exciting. In an accessible, straight talk fashion, this book is a manual, and an inspiration. The Startup Playbook is smart and avoids the 'I am so smart' over-writing endemic to the genre. Read this as it



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is presented. You'll be doing yourself a tremendous favor." —Amazon Reviewer

Note from the Author Hi, my name is Dharmesh, and I'm a startup addict. And, chances are, if you're reading this, you have at least a mild obsession as well. This book is based on content from the OnStartups.com blog. The story behind how the blog got started is sort of interesting—but before I tell you that story, it'll help to understand my earlier story. As a professional programmer, I used to work in a reasonably fun job doing what I liked to do (write code). Eventually, I got a

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little frustrated with it all, so at the ripe old age of 24, I started my first software company. It did pretty well. It was on the Inc. 500 list of fastest growing companies three times. It reached millions of dollars of sales and was ultimately acquired. I ran that first company for over 10 years working the typical startup hours. When I sold that company, I went back to school to get a master's degree at MIT. I've always enjoyed academics, and I figured this would be a nice "soft landing" and give me some time to figure out what I wanted to do with my life. As part of my degree requirements, I had to

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write a graduate thesis. I titled my thesis “On Startups: Patterns and Practices of Contemporary Software Entrepreneurs.” And, as part of that thesis work, I wanted to get some feedback from some entrepreneurs. So, I figured I’d start a blog. I took the first two words of the thesis title, “On Startups,” discovered that the domain name OnStartups.com was available, and was then off to the races. The blog was launched on November 5, 2005. Since then, the blog and associated community have grown quite large. Across Facebook, LinkedIn, and email subscribers, there are over 300,000 people in

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the OnStartups.com audience. This book is a collection of some of the best articles from over 7 years of OnStartups.com. The articles have been topically organized and edited. I hope you enjoy them.

A predictable pattern of success  
Entrepreneurs who have read early drafts of  
The Start-Up J Curve responded, "'I wish I  
had this book years ago.'" A start-up unfolds  
in a predictable pattern; the more aware  
entrepreneurs are of this pattern, the better  
able they will be to capitalize on it. Author  
Howard Love calls this pattern the start-up J

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Curve: The toughest part of the endeavor is the time between the actual start of a new business and when the product and model are firmly established. The Start-Up J Curve gives entrepreneurs the tools they need to get through the early challenges so they can reach the primary value creation that lies beyond. Love brings thirty-five years of start-up experience to this comprehensive guide to starting a business. He outlines the six predictable stages of start-up growth and details the activities that should be undertaken at each stage to ensure success and to avoid common pitfalls. Instead of

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feeling lost and confused after a setback,  
start-up founders and investors can  
anticipate the challenges, overcome the  
obstacles, and ride the curve to the top.

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