Every Book Is A Startup

Start Small, Stay Small is a step-by-step guide to launching a self-funded startup. If you're a desktop, mobile or web developer, this book is your blueprint to getting your startup off the ground with no outside investment. This book intentionally avoids topics restricted to venture-backed startups such as: honing your investment pitch, securing funding, and figuring out how to use the piles of cash investors keep placing in your lap. This book assumes: * You don't have $6M of investor funds sitting in your bank account * You're not going to relocate to the handful of startup hubs in the world * You're not going to work 70 hour weeks for low pay with the hope of someday making millions from stock options There's nothing wrong with pursuing venture funding and attempting to grow fast like Amazon, Google, Twitter, and Facebook. It just so happened that most people are not in a place to do this. Start Small, Stay Small also focuses on the single most important element of a startup that most developers avoid: marketing. There are many great resources for learning how to write code, organize source control, or connect to a database. This book does not cover the technical aspects developers already know or can learn elsewhere. It focuses on finding your idea, testing it before you build, and getting it into the hands of your customers.

Girls mean business in the third novel of this series about friendship and entrepreneurship that Katherine Applegate, Newbery Medal-winning author of The One and Only Ivan, calls "A great read!" All four friends in the Startup Squad want to raise money—but when they can't agree on what business to start next, they strike off on their own. Didi's idea seems perfect: making place cards for a wedding. But after the wedding planner gets sick, Didi finds herself in charge of everything—and then the caterer cancels and the band goes missing! Didi's business is turning from a dream to a disaster. Will the Startup Squad come together in time to save the wedding? Each book in this middle-grade series by Brian Weisfeld and Nicole C. Kear also features tips for kids starting or running their first businesses, plus a profile of a real-life tween girl CEO. An Imprint Book Praise for Startup Squad: Face the Music: "Filled with flawed characters and moments of growth, including lessons on trial and error, practicing customer service, and learning from mistakes, this drama-filled, fast-paced, entertaining read places friendship and hard work at its heart ... An enjoyable and diverse story highlighting friendship, entrepreneurship, and perseverance." —Kirkus Reviews

In 2017 34% of the workforce was considered part of the gig economy. This growing workforce of freelancers and side-giggers is also estimated to grow to 43% by 2020. That's 4 million freelancers, soon to be 7 million by 2020. Whether it's people looking to earn extra money, those tired of their 9-to-5, to entrepreneurs looking to grow their side hustle, Entrepreneur is uniquely qualified to guide a new generation of bold individuals looking to live their best lives and make it happen on their own terms. Whatever industry or jobs this new workforce takes, Start Your Own Business will guide them through the first three years of business. They'll gain the know-how of more than 30 years of collective advice from those who've come before them to: How to avoid analysis paralysis when launching a business Tips for testing ideas in the real-world before going to market with insights from Gary Vaynerchuk Decide between building, buying, or becoming a distributor What to consider when looking for funding from venture capitalists, loans, cash advances, etc. Whether or not a co-working space is a right move Tips on running successful Facebook and Google ads as part of a marketing campaign Use micro-influencers to successfully promote your brand on social media

Most startups don't fail because they can't build a product. Most startups fail because they can't get traction. Startup advice tends to be a lot of platitudes repackaged with new buzzwords, but Traction is something else entirely. As Gabriel Weinberg and Justin Mares learned from their own experiences, building a successful company is hard. For every startup that grows to the point where it can go public or be profitably acquired, hundreds of others sputter and die. Smart entrepreneurs know that the key to success isn't the originality of your offering, the brilliance of your team, or how much money you raise. It's how consistently you can grow and acquire new customers (or, for a free service, users). That's called traction, and it makes everything else easier—fund-raising, hiring, press, partnerships, acquisitions. Talk is cheap, but traction is hard evidence that you're on the right path. Traction will teach you the nineteen channels you can use to build a customer base, and how to pick the right ones for your business. It draws on inter-views with more than forty successful founders, including Jimmy Wales (Wikipedia), Alexis Ohanian (reddit), Paul English (Kayak), and Dharmesh Shah (HubSpot). You'll learn, for example, how to: ·Find and use offline ads and other channels your competitors probably aren't using ·Get targeted media coverage that will help you reach more customers ·Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates ·Improve your search engine rankings and advertising through online tools and research Weinberg and Mares know that there's no one-size-fits-all solution; every startup faces unique challenges and will benefit from a blend of these nineteen traction channels. They offer a three-step framework (called Bullseye) to figure out which ones will work best for your business. But no matter how you apply them, the lessons and examples in Traction will help you create and sustain the growth your business desperately needs.

The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands of potential buyers to your company—but only if your content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. They Ask, You Answer is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

In this "wise and wickedly funny novel about love, creativity, and the limitations of the tech-verse" (Vogue) newlyweds Asha and Cyrus find themselves running one of the most popular social media platforms in the world. Meet Asha Ray. Brilliant coder and possessor of a Pi tattoo, Asha is poised to make a scientific breakthrough when she is reunited with her high school crush, Cyrus Jones. Before she knows it, Asha has abandoned her lab, exchanged vows with Cyrus, and gone to work at an exclusive tech incubator called Utopia to develop an app called WAI—"We are Infinite." WAI creates a sensation, with

millions of users logging on every day. Will Cyrus and Asha's marriage survive the pressures of sudden fame, or will she become overshadowed by the man everyone is calling the new messiah? This "scathing—and hilarious—take on startup culture, marriage and workaholism" (Politico) explores whether or not technology—with all its limits and possibilities—can disrupt modern love.

The bestselling classic that launched 10,000 startups and new corporate ventures - The Four Steps to the Epiphany is one of the most influential and practical business books of all time. The Four Steps to the Epiphany launched the Lean Startup approach to new ventures. It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones. Startups search for business models while existing companies execute them. The book offers the practical and proven four-step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture. Rather than blindly execute a plan, The Four Steps helps uncover flaws in product and business plans and correct them before they become costly. Rapid iteration, customer feedback, testing your assumptions are all explained in this book. Packed with concrete examples of what to do, how to do it and when to do it, the book will leave you with new skills to organize sales, marketing and your business for success. If your organization is starting a new venture, and you're thinking how to successfully organize sales, marketing and business development you need The Four Steps to the Epiphany. Essential reading for anyone starting something new. The Four Steps to the Epiphany was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

Entrepreneur and bestselling author of The Lean Startup, Eric Ries reveals how entrepreneurial principles can be used by businesses of all kinds, ranging from established companies to early-stage startups, to grow revenues, drive innovation, and transform themselves into truly modern organizations, poised to take advantage of the enormous opportunities of the twenty-first century. In The Lean Startup, Eric Ries laid out the practices of successful startups – building a minimal viable product, customer-focused and scientific testing based on a build-measure-learn method of continuous innovation, and deciding whether to persevere or pivot. In The Startup Way, he turns his attention to an entirely new group of organizations: established enterprises like iconic multinationals GE and Toyota, tech titans like Amazon and Facebook, and the next generation of Silicon Valley upstarts like Airbnb and Twilio. Drawing on his experiences over the past five years working with these organizations, as well as nonprofits, NGOs, and governments, Ries lays out a system of entrepreneurial management that leads organizations of all sizes and from every industry to sustainable growth and long-term impact. Filled with in-the-field stories, insights, and tools, The Startup Way is an essential road map for any organization navigating the uncertain waters of the century ahead.

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This book reveals: * Where to to find investors and the best approaches to win their support * What investors are really looking for but won't tell you * How to persuade banks, business angels, VCs and public funders * Insider tips for compiling material that satisfies investors * Little-known strategies that will boost your success

#1 NEW YORK TIMES BESTSELLER If you want to build a better future, you must believe in secrets. The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In Zero to One, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things. Thiel begins with the contrarian premise that we live in an age of technological stagnation, even if we're too distracted by shiny mobile devices to notice. Information technology has improved rapidly, but there is no reason why progress should be limited to computers or Silicon Valley. Progress can be achieved in any industry or area of business. It comes from the most important skill that every leader must master: learning to think for yourself. Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unique. Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the questions that lead you to find value in unexpected places.

From the legendary founder of Atari and Chuck E. Cheese's and Steve Jobs's first boss, the secrets to finding, hiring, keeping, and nurturing creative talent. The business world is changing faster than ever, and every day your company faces new complications and difficulties. The only way to resolve these issues is to have a staff of wildly creative people who live as much in the future as the present, who thrive on being different, and whose ideas will guarantee that your company will prosper when other companies fail. A celebrated visionary and iconoclast, Nolan Bushnell founded the groundbreaking gaming company Atari before he went on to found Chuck E. Cheese's and two dozen other companies. He also happened to launch the career of the late Steve Jobs, along with those of many other brilliant creatives over the course of his five decades in business. With refreshing candor, keen psychological insight, and robust humor, Bushnell explains in Finding the Next Steve Jobs how to think boldly and differently about companies and organizations—and specifically the people who work within them. For anyone trying to turn a company into the next Atari or Apple, build a more creative workforce, or fashion a career in a changing world, this book will enlighten, challenge, surprise, and amuse.

Offers a systematic approach to product/market fit, discussing customer involvment, optimal time to obtain funding, and when to change the plan.

From veteran online journalist and BuzzFeed writer Doree Shafrir comes a hilarious debut novel that proves there are some dilemmas that no app can solve. "A biting and astute debut novel [with] many delights." --Lara Vapnyar, New York Times Book Review Recommended as a book to read this month by BuzzFeed, Bustle, Entertainment Weekly, Fast Company, Nylon, Town & Country and Lit Hub One of the most anticipated books of 2017--Vulture, BuzzFeed, The Millions, Nylon, PopSugar and Book Riot's "All the Books" Podcast Mack McAllister has a $600 million dollar idea. His mindfulness app, TakeOff, is already the hottest thing in tech and he's about to launch a new and improved version that promises to bring investors running and may turn his brainchild into a $1 billion dollar business--in startup parlance, an elusive unicorn. Katya Pasternack is hungry for a scoop that will drive traffic. An ambitious young journalist at a gossipy tech blog, Katya knows that she needs more than another PR friendly puff piece to make her the go-to byline for industry news. Sabrina Choe Blum just wants to stay afloat. The exhausted mother of two and failed creative writer is trying to escape from her credit card debt and an inattentive husband-who also happens to be Katya's boss-as she rejoins a work force that has gotten younger, hipper, and much more computer literate since she's been away. Before the ink on Mack's latest round of funding is dry, an errant text message hints that he may be working a bit too closely for comfort with a young social media manager in his office. When Mack's bad behavior collides with Katya's

search for a salacious post, Sabrina gets caught in the middle as TakeOff goes viral for all the wrong reasons. As the fallout from Mack's scandal engulfs the lower Manhattan office building where all three work, it's up to Katya and Sabrina to write the story the men in their lives would prefer remain untold. An assured, observant debut from the veteran online journalist Doree Shafrir, Startup is a sharp, hugely entertaining story of youth, ambition, love, money and technology's inability to hack human nature.

If Owen Chase can't find a way to turn his company around in thenext nine days, he'll be forced to shut it down and lay off all ofhis employees. He has incurred substantial debt and his marriage ison shaky ground. Through pure happenstance, Owen finds himself pondering thisproblem while advancing steadily as a contestant at the WorldSeries of Poker. His Las Vegas path quickly introduces him toSamantha, a beautiful and mysterious mentor with a revolutionaryapproach to entrepreneurship. Sam is a fountain of knowledge thatmay save his company, but her sexual advances might prove too muchfor Owen's struggling marriage. All In Startup is more than just a novel about eschewingtemptation and fighting to save a company. It is a lifeline forentrepreneurs who are thinking about launching a new idea or forthose who have already started but can't seem to generate thetraction they were expecting. Entrepreneurs who achieve success in the new economy do so using anew "scientific method" of innovation. All In Startupdemonstrates why four counterintuitive principles separatesuccessful entrepreneurs from the wanna-preneurs who bounce fromidea to idea, unable to generate real revenue. You will likely get only one opportunity in your life to go "allin" in on an idea: to quit your job, talk your spouse into lettingyou drain the savings account, and follow your dream. All InStartup will prepare you for that "all in" moment and makesure that you push your chips into the middle only when the oddsare in your favor. This book holds the keys to significantlyde-risking your idea so that your success appears almostlucky. Join Owen and Sam for this one-of-a-kind journey that will set youon the right path for when it's your turn to put everything on theline.

50+ Proven Ways to Scale Your Business Without a Marketing Budget Marketing is consistently considered one of the main reasons that startups fail, and every year, tens of thousands of businesses close simply because they didn't prioritize marketing early enough. The problem is that many startup founders believe they cannot do any real marketing until they can afford it, and that's simply not true, because Marketing doesn't have to cost a dime! After 15 years handling growth for startups, Andrew Lee Miller, an accomplished, early-stage startup marketing expert, who's taken three young companies to multi-million dollar exits, found that there were tons of valuable growth strategies that could be implemented that don't cost anything. Bootstrapped Marketing, Growth Hacking, Organic Marketing and more, all refer to the lesser known ways of attaining scalable growth for your business without a large "war chest" for paid advertising, and Andrew has spent over a decade developing, testing, and proving out the best of the best strategies that actually work. The Startup Growth Book then is the culmination of Andrew's 15+ years of in-the-trenches startup growth experience and is the only business book out there that actually teaches entrepreneurs and marketers how to build sustainable, scalable growth, channel by channel, with zero advertising budget. Tried and tested by Andrew himself, this book directly draws from Andrew's experiences scaling over 100 startups in over a dozen nations and languages. This book is ideal for young marketers who want to learn cutting-edge tactics from a master, as well as new businesses that want to grow organically and prove traction without spending cash on Paid Advertising. For the first time ever, Andrew will show you how to scale organically using 10 different channels. Learn exactly how to launch and scale these channels without spending money: * Public Relations across all major media channels * Search Engine Optimization so people can discover you organically * Email Marketing to master the most effective means of marketing communication * Social Media Marketing and Influencer Marketing done right ... and more. After reading this book, you will be able to implement these lessons to drive growth in your business without needing to outsource to a Marketing agency, hire a marketing team, or even run any Facebook ads. Dozens of companies have already implemented Andrew's growth hacking tactics, and have scaled to millions of dollars in revenue.

Presents information how to spot and sidestep roadblocks on the entrepreneurial journey and sets readers on a path to startup success.

Rework shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how to be more productive, how to get exposure without breaking the bank, and tons more counterintuitive ideas that will inspire and provoke you. With its straightforward language and easy-is-better approach, Rework is the perfect playbook for anyone who's ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

Shares advice for transitioning away from unfulfilling jobs to embark on adventurous, meaningful careers, outlining recommendations for starting a personal business with a minimum of time and investment while turning ideas into higher income levels. 60,000 first printing.

An instant New York Times bestseller, Dan Lyons' "hysterical" (Recode) memoir, hailed by the Los Angeles Times as "the best book about Silicon Valley," takes readers inside the maddening world of fad-chasing venture capitalists, sales bros, social climbers, and sociopaths at today's tech startups. For twenty-five years Dan Lyons was a magazine writer at the top of his profession--until one Friday morning when he received a phone call: Poof. His job no longer existed. "I think they just want to hire younger people," his boss at Newsweek told him. Fifty years old and with a wife and two young kids, Dan was, in a word, screwed. Then an idea hit. Dan had long reported on Silicon Valley and the tech explosion. Why not join it? HubSpot, a Boston start-up, was flush with $100 million in venture capital. They offered Dan a pile of stock options for the vague role of "marketing fellow." What could go wrong? HubSpotters were true believers: They were making the world a better place ... by selling email spam. The office vibe was frat house meets cult compound: The party began at four thirty on Friday and lasted well into the night; "shower pods" became hook-up dens; a push-up club met at noon in the lobby, while nearby, in the "content factory," Nerf gun fights raged. Groups went on "walking meetings," and Dan's absentee boss sent cryptic emails about employees who had "graduated" (read: been

fired). In the middle of all this was Dan, exactly twice the age of the average HubSpot employee, and literally old enough to be the father of most of his co-workers, sitting at his desk on his bouncy-ball "chair."

An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, Venture Capital Financings puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

The publishing industry has responded to the emergence of digital technologies with many useful and innovative products, but the business of publishing has not yet reinvented itself for this new era—old, outdated models prevail, limiting both vision and opportunity. Every Book Is a Startup provides a roadmap for publishing professionals interested in bringing a fresh, entrepreneurial approach to the business of book publishing, based on techniques proven effective in the world of tech startups. This book shows you how to apply tech industry concepts such as customer development, validated learning, and pivots to create publishing business practices that are agile, flexible, and highly profitable. Here at O'Reilly Media, we've incorporated many of these techniques into our own publishing business, including "release early, release often." With that in mind, the O' initial release of this project discusses two core ideas for how this new way of thinking can be applied to book publishing, and solicits your ideas about what we might include in future releases of this book. What do you want to know more about? Would a variety of case studies be helpful? Let us know! The current ebook release of Every Book Is a Startup is priced at $7.99; subsequent releases will be priced higher. Buy the current release now and you'll receive all updates at no additional cost. A print edition will be available for purchase when the book is complete.

Tech entrepreneurs, make your startup dreams come true by utilizing this invaluable, founder-to-founder guide to successfully navigating all phases of the tech startup journey. With the advent of the internet, mobile computing, and now AI/Machine learning and cloud computing, the number of new startups has accelerated over the last decade across tech centers in Silicon Valley, Israel, India, and China. From Startup to Exit shares the knowledge that pioneering, serial entrepreneur Shirish Nadkarni has gained from over two decades of success, detailing the practical aspects of startup formation from founding, funding, management, and finding an exit. With successful tech entrepreneurs interviewed and featured throughout, From Startup to Exit will help you: Understand exactly what tech startups must do to succeed in all phases, from idea stage to IPO. Gain invaluable insights from the journeys of other successful tech founders that can be applied to your own situation. Learn how to raise millions of dollars of funding from angels and VCs to give your company the fuel it needs to take off and succeed.

GET THE KINDLE VERSION FREE WHEN YOU BUY THE PAPERBACK (MATCHBOOK) *** #1 Amazon Bestseller in four categories (March and April 2017) *** How to Launch Your Book like a "Lean" Startup Company You won't find this anywhere else. "What is the fastest way I can get my book done?" I pondered the question a minute. There is all this extravagant education out there on writing a book, filled with hundreds of things to do. But the truth is, you do 20% of the work for 80% of the result (The Pareto Principle). How does one accomplish this? By streamlining all the tasks down to the minimum requirements, and focusing on those. The Author Startup is a process to create a minimum viable product for your book. It is used to get your book out there and build momentum for you. In The Author Startup, you will: Learn the Boogie Board Approach for publishing Use concepts similar to The Lean Startup for your book Learn the exact tools I used to create and publish a book in 26 days Find out how to defeat the "Imposter Syndrome" Receive a complete Action Plan that will change your approach and attitude for publishing your book The book contains links to an entire action plan, including video demos. Don't wait to start your book, learn the quickest way to get it published now!

Rand Fishkin, the founder and former CEO of Moz, reveals how traditional Silicon Valley "wisdom" leads far too many startups astray, with the transparency and humor that his hundreds of thousands of blog readers have come to love. Everyone knows how a startup story is supposed to go: A young, brilliant entrepreneur has a cool idea, drops out of college, defies the doubters, overcomes all odds, makes billions, and becomes the envy of the technology world. This is not that story. It's not that things went badly for Rand Fishkin; they just weren't quite so Zuckerberg-esque. His company, Moz, maker of marketing software, is now a $45 million/year business, and he's one of the world's leading experts on SEO. But his business and reputation took fifteen years to grow, and his startup began not in a Harvard dorm room but as a mother-and-son family business that fell deeply into debt. Now Fishkin pulls back the curtain on tech startup mythology, exposing the ups and downs of startup life that most CEOs would rather keep secret. For instance: A minimally viable product can be destructive if you launch at the wrong moment. Growth hacking may be the buzzword du jour, but initiatives can fizzle quickly.

Revenue and growth won't protect you from layoffs. And venture capital always comes with strings attached. Fishkin's hard-won lessons are applicable to any kind of business environment. Up or down the chain of command, at both early stage startups and mature companies, whether your trajectory is riding high or down in the dumps: this book can help solve your problems, and make you feel less alone for having them.

A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

A blueprint for thriving in your job and building a career by applying the lessons of Silicon Valley's most innovative entrepreneurs. LinkedIn cofounder and chairman Reid Hoffman and author Ben Casnocha show how to accelerate your career in today's competitive world. The key is to manage your career as if it were a start-up business: a living, breathing, growing start-up of you. Why? Start-ups—and the entrepreneurs who run them—are nimble. They invest in themselves. They build their professional networks. They take intelligent risks. They make uncertainty and volatility work to their advantage. These are the very same skills professionals need to get ahead today. This book isn't about cover letters or resumes. Instead, you will learn the best practices of Silicon Valley start-ups, and how to apply these entrepreneurial strategies to your career. Whether you work for a giant multinational corporation, a small local business, or launching your own venture, you need to know how to: * Adapt your career plans as you change, the people around you change, and industries change. * Develop a competitive advantage to win the best jobs and opportunities. * Strengthen your professional network by building powerful alliances and maintaining a diverse mix of relationships. * Find the unique breakout opportunities that massively accelerate career growth. * Take proactive risks to become more resilient to industry tsunamis. * Tap your network for information and intelligence that help you make smarter decisions. A revolutionary new guide to thriving in today's fractured world of work, the strategies in this book will help you survive and thrive and achieve your boldest professional ambitions. The Start-Up of You empowers you to become the CEO of your career and take control of your future.

NATIONAL BESTSELLER • The gripping story of Elizabeth Holmes and Theranos—one of the biggest corporate frauds in history—a tale of ambition and hubris set amid the bold promises of Silicon Valley, rigorously reported by the prize-winning journalist. With a new Afterword. "Chilling ... Reads like a thriller ... Carreyrou tells [the Theranos story] virtually to perfection." —The New York Times Book Review In 2014, Theranos founder and CEO Elizabeth Holmes was widely seen as the next Steve Jobs: a brilliant Stanford dropout whose startup "unicorn" promised to revolutionize the medical industry with its breakthrough device, which performed the whole range of laboratory tests from a single drop of blood. Backed by investors such as Larry Ellison and Tim Draper, Theranos sold shares in a fundraising round that valued the company at more than $9 billion, putting Holmes's worth at an estimated $4.5 billion. There was just one problem: The technology didn't work. Erroneous results put patients in danger, leading to misdiagnoses and unnecessary treatments. All the while, Holmes and her partner, Sunny Balwani, worked to silence anyone who voiced misgivings—from journalists to their own employees.

Most startups end in failure. Almost every failed startup has a product. What failed startups don't have are enough customers. Traction Book changes that. We provide startup founders and employees with the framework successful companies use to get traction. It helps you determine which marketing channel will be your key to growth. "If you can get even a single distribution channel to work, you have a great business." -- Peter Thiel, billionare PayPal founder The number one traction mistake founders and employees make is not dedicating as much time to traction as they do to developing a product. This shortsighted approach has startups trying random tactics -- some ads, a blog post or two -- in an unstructured way that will likely fail. We developed our traction framework called Bullseye with the help of the founders behind several of the biggest companies and organizations in the world like Jimmy Wales (Wikipedia), Alexis Ohanian (Reddit), Paul English (Kayak.com), Alex Pachikov (Evernote) and more. We interviewed over forty successful founders and researched countless more traction stories -- pulling out the repeatable tactics and strategies they used to get traction. "Many entrepreneurs who build great products simply don't have a good distribution strategy." -- Mark Andreessen, venture capitalist Traction will show you how some of the biggest internet companies have grown, and give you the same tools and framework to get traction.

Every Book Is a Startup"O'Reilly Media, Inc."

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.

START-UP NATION addresses the trillion dollar question: How is it that Israel-- a country of 7.1 million, only 60 years old, surrounded by enemies, in a constant state of war since its founding, with no natural resources-- produces more start-up companies than large, peaceful, and stable nations like Japan, China, India, Korea, Canada and the UK? With the savvy of foreign policy insiders, Senor and Singer examine the lessons of the country's adversity-driven culture, which flattens hierarchy and elevates informality-- all backed up by government policies focused on innovation. In a world where economies as diverse as Ireland, Singapore and Dubai have tried to re-create the "Israel effect", there are entrepreneurial lessons well worth noting. As America reboots its own economy and can-do spirit, there's never been a better time to look at this remarkable and resilient nation for some impressive, surprising clues.

A definitive book for any CEO—first time or otherwise—of a high-growth company While big company CEOs are usually groomed for the job for years, startup CEOs aren't—and they're often young and relatively inexperienced in business in general. Author Matt Blumberg, a technology and marketing entrepreneur, knows this all too well. Back in 1999, he started a company called Return Path, which later became the driving force behind the creation of his blog, OnlyOnce—because "you're only a first time CEO once." Now, more than a decade later, he's written Startup CEO. As the fifth book in the StartUp Revolution series, this reliable resource is based on Blumberg's experience as a startup CEO and covers a number of issues he's faced over the dozen years he's been a CEO. Offers valuable insights into how the CEO sets the overall vision and strategy of the company and communicates it to all stakeholders Discusses how to build a company's human capital by recruiting, hiring, and retaining the very best talent Examines how a CEO must align available resources with the company's strategy in order to ensure success Addresses what it takes to master the "How" of being a CEO—from leading an executive team to managing in any type of market Engaging and informative, this book is essential reading for any, and every, CEO.

The publishing industry has responded to the emergence of digital technologies with many useful and innovative products, but the business of publishing has not yet reinvented itself for this new era—old, outdated models prevail, limiting both vision and opportunity. Every Book Is a Startup provides a roadmap for publishing professionals interested in bringing a fresh, entrepreneurial approach to the business of book publishing, based on techniques proven effective in the world of tech startups. This book shows you how to apply tech industry concepts such as customer development, validated learning, and pivots to create publishing business practices that are agile, flexible, and highly profitable. Here at O'Reilly Media, we've incorporated many of these techniques into our own publishing business, including "release early, release often." With that in mind, the initial release of this project discusses two core ideas for how this new way of thinking can be applied to book publishing, and solicits your ideas about what we might include in future releases of this book. What do you want to know more about? Would a variety of case studies be helpful? Let us know!

You're only a startup CEO once. Do it well with Startup CEO, a "master class in building a business." —Dick Costolo, Former CEO, Twitter Being a startup CEO is a job like no other: it's difficult, risky, stressful, lonely, and often learned through trial and error. As a startup CEO seeing things for the first time, you're likely to make mistakes, fail, get things wrong, and feel like you don't have any control over outcomes. Author Matt Blumberg has been there, and in Startup CEO he shares his experience, mistakes, and lessons learned as he guided Return Path from a handful of employees and no revenues to over $100 million in revenues and 500 employees. Startup CEO is not a memoir of Return Path's 20-year journey but a thoughtful CEO-focused book that provides first-time CEOs with advice, tools, and approaches for the situations that startup CEOs will face. You'll learn: How to tell your story to new hires, investors, and customers for greater alignment How to create a values-based culture for speed and engagement How to create business and personal operating systems so that you can balance your life and grow your company at the same time How to develop, lead, and leverage your board of directors for greater impact How to ensure that your company is bought, not sold, when you exit Startup CEO is the field guide every CEO needs throughout the growth of their company.

Start strong with essential early-stage guidance from the VC perspective Startup Opportunities is the go-to guide for anyone with a great business idea. Whether it's your first business or your fifth, realistic assessment from the outset can save you a lot of time and money; why pour your heart and soul into a venture that is doomed to fail? Instead, position yourself to win from the very beginning. In this book, accomplished venture capitalists share their insight on startups and entrepreneurs: who will fail, who will succeed and why, and what you should do to give your business the very best shot at becoming a global success story. You'll learn how to evaluate your business with a critical eye, and how early customer development can be key in turning a good idea into a great opportunity. If you're serious about building a business that lasts, this book provides invaluable guidance that you really cannot miss. More than five million people will launch a business this year, and many of them will be great ideas—yet few will be around in five years, and even fewer in ten years. A great idea is not enough to build a successful business. You need to fortify your idea with the proper foundation, and a scaffolding of good planning and early action. This book shows you how. Assess your business's viability using the 10x Rule Learn when you can quit your day job—or not Take the key steps to making your business succeed Discover the opportunities worth selling everything for This expert author team has witnessed more than 30,000 pitches over two decades, and have participated in over 500 startup launches. Startup Opportunities gives you the benefit of their experience to help you start strong and stay strong.

More than 100,000 entrepreneurs rely on this book for detailed, step-by-step instructions on building successful, scalable, profitable startups. The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams,

plus 77 valuable checklists that guide you as you drive your company toward profitability. It will help you: • Avoid the 9 deadly sins that destroy startups' chances for success • Use the Customer Development method to bring your business idea to life • Incorporate the Business Model Canvas as the organizing principle for startup hypotheses • Identify your customers and determine how to "get, keep and grow" customers profitably • Compute how you'll drive your startup to repeatable, scalable profits. The Startup Owner's Manual was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

If you are an entrepreneur anywhere on the enterprise startup journey, Survival to Thrival is for you. In the beginning, it is simply about Survival -- how not to die? With luck and hard work, it becomes about Thrival -- how do we win? This first book is about the company journey. Building enterprise startups is different. Products take longer. Go-To-Market strategies are more complex. Common wisdom on product market fit is not enough to unlock growth. There is a missing link that we call Go-To-Market Fit. Then, growth happens, and everything changes. The startup suddenly shifts from Survival mode to Thrival mode. Maddeningly, what used to work no longer works for the company and for the people. Becoming a market leader depends on everyone, including the CEO, unlearning the very things that made them successful. Survival to Thrival is a mind-meld of a three-time entrepreneur, a longtime venture capitalist, and other enterprise entrepreneurs, which demystifies building enterprise startups. Our mission is to help you succeed, to anticipate what is next, and most importantly, to let you know that you are not alone.

If you want to be the best, you have to have the right skillset. From generating ideas and creating business plans to sales and marketing, THE ULTIMATE STARTUP BOOK is a dynamic collection of tools, techniques, and strategies for success. Discover the main themes and key ideas you need and bring it all together with practical exercises. This is your complete course in entrepreneurship. ABOUT THE SERIES ULTIMATE books are for managers, leaders, and business executives who want to succeed at work. From marketing and sales to management and finance, each title gives comprehensive coverage of the essential business skills you need to get ahead in your career. Written in straightforward English, each book is designed to help you quickly master the subject, with fun quizzes embedded so that you can check how you're doing.

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