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Horowitz

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The hard thing about

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hard things deals with the trials that Ben Horowitz encountered during his career as founder CEO to VC at Andreessen Horowitz. The book gives practical advice on how to grow a company, find the right executives, and deal with the hard decisions along the way.

Amazon.com: The Hard  
*Page 12/34*

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Thing About Hard  
Things: Building a ...  
The hard thing isn't  
setting a big, hairy,  
audacious goal. The  
hard thing is laying  
people off when you  
miss the big goal. The  
hard thing isn't hiring  
great people. The hard  
thing is when those  
“great people” develop  
a sense of entitlement  
and start demanding

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unreasonable things.

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Horowitz — Summary ...

The Hard Thing About  
Hard Things talks about  
the difficulties in  
managing a business  
and how to handle the  
inevitable mistakes

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along the way. Because let's be honest. We all dream of managing a business into millions of dollars, happy clients and even happier employees, but it is usually a series of failures you're trying to overcome.

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A lifelong rap fanatic,  
he amplifies business  
lessons with lyrics from  
his favorite songs,

telling it straight about  
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friends to poaching  
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mentality to knowing  
the right time to cash in.

Filled with his  
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Things is invaluable for  
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well as those aspiring to

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drawing from

Horowitz's personal  
and often humbling  
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waking up in the middle  
of the night in a cold  
sweat when the dream  
turns into a nightmare.

About the Author Ben  
Horowitz is the  
cofounder and general  
partner of Andreessen  
Horowitz, a Silicon  
Valley-based venture  
capital firm that invests  
in entrepreneurs  
building the next  
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Hard Things Summary

(Ben Horowitz ...

In 'The Hard Thing  
about Hard Things' he  
shares his experience of  
being a founder-CEO  
and the hard decisions  
he has had to make —  
offering advice on  
managing tough  
problems as a leader,  
which...

The Hard Thing About

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Hard Things — Summary

by Vivek ...

The author, Ben Horowitz, is one of the most respected and experienced entrepreneurs in Silicon Valley. In “The Hard Thing about Hard Things”, he shares his experience as an entrepreneur, CEO and venture capitalist, and offers practical tips and

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advice for dealing with  
the “hard things” in  
business that have no  
clear answers.

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January 10,

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is an inside look at the tough decisions and lonely times all CEOs face, before showing you what it takes to build a great organization and become a world-class leader.

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Four Minute Books

In The Hard Thing

About Hard Things, Ben

Horowitz, cofounder of

Andreessen Horowitz

and one of Silicon

Valley's most respected

and experienced

entrepreneurs, draws on

his own story of

founding, running,

selling, buying,

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March 4th 2014 by

Harper Business

Hardcover, 304 pages

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Filled with his

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trademark humor and  
straight talk, *The Hard  
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*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.

*The Hard Thing About  
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The hard thing about hard things Ben Horowitz from A16Z and previously Loudcloud, which sold to HP for 1.8B\$ narrates his experiences in being a CEO and the hard decisions he had to make.

The hard thing about hard things. Ben Horowitz from A16Z ...

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Horowitz

Hard Earned Lessons  
From Ben Horowitz

Entrepreneur and

venture capitalist Ben

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