Monk And The Riddle Education Of A Silicon Valley Entrepreneur Randy Komisar

The Monk and the Riddle

A book about how to make work pay and not just in cash, but in experience, satiafaction, and joy.

Getting to Plan B

You have a new venture in mind. And you've crafted a business plan so detailed it's a work of art. Don't get too attached to it. As John Mullins and Randy Komisar explain in Getting to Plan B, new businesses are fraught with uncertainty. To succeed, you must change the plan in real time as the inevitable challenges arise. In fact, studies show that entrepreneurs who stick slavishly to their Plan A stand a greater chance of failing-and that many successful businesses barely resemble their founders' original idea. The authors provide a rigorous process for stress testing your Plan A and determining how to alter it so your business makes money, solves customers' needs, and endures. You'll discover strategies for: -Identifying the leap-of-faith assumptions hidden in your plan -Testing those assumptions and unearthing why the plan might not work -Reconfiguring the five components of your business model-revenue model, gross margin model, operating model, working capital model, and investment model-to create a sounder Plan B. Filled with success stories and cautionary tales, this book offers real cases illustrating the authors' unique process. Whether your idea is for a start-up or a new business unit within your organization, Getting to Plan B contains the road map you need to reach success.

Straight Talk for Startups

\"Straight Talk for Startups memorializes age-old best practices and empowers both experienced and new investment professionals to beat the odds.\"—David Krane, CEO, Google Ventures \"Straight Talk for Startups is filled with real, raw, and fact-based ‘rules of the road’ that you need to know when diving into our ultracompetitive startup world. A must read and a re-read!\"—Tony Fadell, Coinventor of the iPod/iPhone & Founder of Nest Labs Veteran venture capitalist Randy Komisar and finance executive Jantoon Reigersman share no-nonsense, counterintuitive guidelines to help anyone build a successful startup. Over the course of their careers, Randy Komisar and Jantoon Reigersman continue to see startups crash and burn because they forget the timeless lessons of entrepreneurship. But, as Komisar and Reigersman show, you can beat the odds if you quickly learn what insiders know about what it takes to build a healthy foundation for a thriving venture. In Straight Talk for Startups they walk budding entrepreneurs through 100 essential rules—from pitching your idea to selecting investors to managing your board to deciding how and when to achieve liquidity. Culled from their own decades of experience, as well as the experiences of their many successful colleagues and friends, the rules are organized under broad topics, from \"Mastering the Fundamentals\" and \"Selecting the Right Investors,\" to \"The Ideal Fundraise,\" \"Building and Managing Effective Boards,\" and \"Achieving Liquidity.\" Vital rules you'll find in Straight Talk for Startups include: The best ideas originate from founders who are users Create two business plans: an execution plan and an aspirational plan Net income is an option, but cash flow is a fact Don't accept money from strangers Personal wealth doesn't equal good investing Small boards are better than big ones Add independent board members for expertise and objectivity Too many unanimous board decisions are a sign of trouble Choose an acquirer, don't wait to be chosen Learn the rules by heart so you know when to break them Filled with helpful real-life examples and specific, actionable advice, Straight Talk for Startups is the ideal handbook for anyone running, working for, or thinking about creating a startup, or just curious about what makes high-potential ventures tick.

Six Months Off

Six Months Off is a complete guide to planning and taking the break you've been dreaming of, without losing your job or your nest egg, or alienating your family and friends.

The No Asshole Rule

The definitive guide to working with -- and surviving -- bullies, creeps, jerks, tyrants, tormentors, despots, backstabbers, egomaniacs, and all the other assholes who do their best to destroy you at work. \"What an asshole!\" How many times have you said that about someone at work? You're not alone! In this groundbreaking book, Stanford University professor Robert I. Sutton builds on his acclaimed Harvard Business Review article to show you the best ways to deal with assholes...and why they can be so destructive to your company. Practical, compassionate, and in places downright funny, this guide offers: Strategies on how to pinpoint and eliminate negative influences for good Illuminating case histories from major organizations A self-diagnostic test and a program to identify and keep your own \"inner jerk\" from coming out The No Asshole Rule is a New York Times, Wall Street Journal, USA Today and Business Week bestseller.

The Rainforest

\"[The authors] propose a radical new theory to explain the nature of innovation ecosystems -- human networks that generate extraordinary creativity and output. They argue that free market thinking fails to consider the impact of human nature on the innovation process. This ambitious work challenges the basic assumptions that economists have held for over a century.\"--Page 4 of cover

Consuming Youth

From the novels of Anne Rice to The Lost Boys, from The Terminator to cyberpunk science fiction, vampires and cyborgs have become strikingly visible figures within American popular culture, especially youth culture. In Consuming Youth, Rob Latham explains why, showing how fiction, film, and other media deploy these ambiguous monsters to embody and work through the implications of a capitalist system in which youth both consume and are consumed. Inspired by Marx's use of the cyborg vampire as a metaphor for the objectification of physical labor in the factory, Latham shows how contemporary images of vampires and cyborgs illuminate the contradictory processes of empowerment and exploitation that characterize the youth-consumer system. While the vampire is a voracious consumer driven by a hunger for perpetual youth, the cyborg has incorporated the machineries of consumption into its own flesh. Powerful fusions of technology and desire, these paired images symbolize the forms of labor and leisure that American society has staked out for contemporary youth. A startling look at youth in our time, Consuming Youth will interest anyone concerned with film, television, and popular culture.

The Everything Store: Jeff Bezos and the Age of Amazon

Winner of the Financial Times and Goldman Sachs Business Book of the Year Award 'Brad Stone's definitive book on Amazon and Bezos' The Guardian 'A masterclass in deeply researched investigative financial journalism . . . riveting' The Times The definitive story of the largest and most influential company in the world and the man whose drive and determination changed business forever. Though

Amazon.com started off delivering books through the mail, its visionary founder, Jeff Bezos, was never content with being just a bookseller. He wanted Amazon to become 'the everything store', offering limitless selection and seductive convenience at disruptively low prices. To achieve that end, he developed a corporate culture of relentless ambition and secrecy that's never been cracked. Until now... Jeff Bezos stands out for his relentless pursuit of new markets, leading Amazon into risky new ventures like the Kindle and cloud computing, and transforming retail in the same way that Henry Ford revolutionised manufacturing. Amazon placed one of the first and largest bets on the Internet. Nothing would ever be the same again.

The Scientific Life

Who are scientists? What kind of people are they? What capacities and virtues are thought to stand behind their considerable authority? They are experts—indeed, highly respected experts—authorized to describe and interpret the natural world and widely trusted to help transform knowledge into power and profit. But are they morally different from other people? The Scientific Life is historian Steven Shapin's story about who scientists are, who we think they are, and why our sensibilities about such things matter. Conventional wisdom has long held that scientists are neither better nor worse than anyone else, that personal virtue does not necessarily accompany technical expertise, and that scientific practice is profoundly impersonal. Shapin, however, here shows how the uncertainties attending scientific research make the virtues of individual researchers intrinsic to scientific work. From the early twentieth-century origins of corporate research laboratories to the high-flying scientific entrepreneurship of the present, Shapin argues that the radical uncertainties of much contemporary science have made personal virtues more central to its practice than ever before, and he also reveals how radically novel aspects of late modern science have unexpectedly deep historical roots. His elegantly conceived history of the scientific career and character ultimately encourages us to reconsider the very nature of the technical and moral worlds in which we now live. Building on the insights of Shapin's last three influential books, featuring an utterly fascinating cast of characters, and brimming with bold and original claims, The Scientific Life is essential reading for anyone wanting to reflect on late modern American culture and how it has been shaped.

Wild Company

With $1,500 and no business experience, the Zieglers turned a wild idea into a company that would become the international retail colossus Banana Republic.

Not for Free

Businees model disruption affects not just entertainment, media, and retail companies, but many other industries where supply chains, production lines, distribution channels, and the products and services themselves are becoming more digital. In INFORMATION RULES, Hal Varian and Carl Shapiro discussed how traditional sources of revenues were being threatened as new ventures entered the market, offering new business models, innovating partnership approaches, and changing the integral nature of the value chain. This book moves beyond predictions of academics and maps out the practices that work. Berman helps readers to analyze and distill their new revenue generating opportunities into the action plans lacking in most existing books. By closely examining how the best companies are exploiting new revenue models, Berman suggests seven key components of new strategy execution. Discussing new products, market segments, pricing strategies, indirect revenue streams through networked communities, and other models, this book provides lessons for Monday morning as well as a look at the bigger picture of how revenue innovation informs larger business model innovation and longer term corporate strategy.

Neighbourhood

When Hetty McKinnon uprooted her beloved Arthur Street Kitchen from Sydney's Surry Hills and relocated to Brooklyn, NYC, she left behind legions of devoted fans. These fans found solace in Community, Hetty's immensely popular cookbook showcasing the delicious, seasonal salads so adored by her customers. Now Hetty is back, with a second cookbook that is equally sure to delight and inspire. Neighbourhood takes its cues from Community and ventures a little bit further. These salad and sweets recipes are inspired by many different places, journeying from Brooklyn to the greater Americas, the Mediterranean, Asia, France, Australia and many other places around the world for inspiration. This is a specially formatted fixed layout ebook that retains the look and feel of the print book.

Fundamentals of Organizational Behavior

Fundamentals of Organizational Behavior: An Applied Perspective, Second Edition examines the behavior of people in organizations. Topics covered range from political maneuvering in organizations (office politics) to the stresses facing people in managerial and professional positions. A conceptual framework for organizational behavior is presented, along with numerous case illustrations and examples from live organizational settings. This monograph consists of 14 chapters and opens with an introduction to organizational behavior and how it is influenced by principles of human behavior. The three main subareas or schools of management thought are discussed, together with the difference between knowledge work and non-knowledge work; how research and theory contribute to an understanding of organizational behavior; and the distinction between structure and process. The following chapters explore how the meaning of work relates to work motivation, as well as the link between work motivation and job performance; behavioral aspects of decision making; stresses in managerial and professional life; and political maneuvering in organizations. Small group behavior, leadership styles, and interpersonal communications are also considered, along with intergroup conflict and organizational effectiveness. This book will be of interest to students, managers, and staff specialists, as well as behavioral scientists and management theorists.

Competing in the New Economy

How to reconstruct your life? Whether your dream is experiencing high-end world travel, earning a monthly five-figure income with zero management, or just living more and working less, this book teaches you how to double your income, and how to outsource your life to overseas virtual assistants for $5 per hour and do whatever you want.

The 4-hour Workweek

Most startups fail. But many of those failures are preventable. The Lean Startup is a new approach being adopted across the globe, changing the way companies are built and new products are launched. Eric Ries defines a startup as an organization dedicated to creating something new under conditions of extreme uncertainty. This is just as true for one person in a garage or a group of seasoned professionals in a Fortune 500 boardroom. What they have in common is a mission to penetrate that fog of uncertainty to discover a successful path to a sustainable business. The Lean Startup approach fosters companies that are both more capital efficient and that leverage human creativity more effectively. Inspired by lessons from lean manufacturing, it relies on “validated learning,” rapid scientific experimentation, as well as a number of counter-intuitive practices that shorten product development cycles, measure actual progress without resorting to vanity metrics, and learn what customers really want. It enables a company to shift directions with agility, altering plans inch by inch, minute by minute. Rather than wasting time creating elaborate business plans, The Lean Startup offers entrepreneurs—in companies of all sizes—a way to test their vision continuously, to adapt and adjust before it’s too late. Ries provides a scientific approach to creating and managing successful startups in a age when companies need to innovate more than ever.

The Lean Startup

The management magazine for the electronics industry.

Electronic Business

\"Knowledge management buzzes around as the best way for organizations to gain and sustain competitive advantage in the knowledge-based economy. During recent years, the number of books, articles, seminars and conferences on knowledge management has increased dramatically - leaving it even more difficult to understand what knowledge management is, and how to actually practice it. Furthermore, knowledge management combines the fluffiness of knowledge with the rationality of management creating an oxymoron that is quite difficult to understand, practice and evaluate. \"

Knowledge Management

Most retailers today are little more than real estate developers. The costs necessary to support vast infrastructures built on leases and global supply chains have become serious liabilities. Retail is changing and bricks and mortar retailers are having a hard time finding their niche in this social media world. Bayard Winthrop, the founder and CEO of American Giant. uses this forum to discuss how retail is changing, why the consumer now holds the power in the retail world, and how new retail brands are changing the face of the industry. Winthrop says that brands that cannot inspire love and loyalty with their customers will die, whereas customers who love their brands have a multitude of ways to share that love with the whole world. As Winthrop writes in the introduction, \"This new breed of brands operates according to a fresh set of rules and expectations. Size, scale, and speed don't define success for them. Efficiency, quality, company values□and the power of an Instagram plug□do. \" Today, when customers feel loyal to a brand, they let the world know about it--and don't hold back. Companies that are able to inspire that kind of love and loyalty will be the ones best positioned for growth.

I F**king Love that Company

In The Charisma Myth, Olivia Fox Cabane offered a groundbreaking approach to becoming more charismatic. Now she teams up with Judah Pollack to reveal how anyone can train their brain to have more eureka insights. The creative mode in your brain is like a butterfly. It's beautiful and erratic, hard to catch and highly valued as a result. If you want to capture it, you need a net. Enter the executive mode, the task-oriented network in your brain that help you tie your shoes, run a meeting, or pitch a client. To succeed, you need both modes to work together--your inner butterfly to be active and free, but your inner net to be ready to spring at the right time and create that \"aha!\" moment. But is there any way to trigger these insights, beyond dumb luck? Thanks to recent neuroscience discoveries, we can now explain these breakthrough moments--and also induce them through a series of specific practices. It turns out there's a hidden pattern to all these seemingly random breakthrough ideas. From Achimedes' iconic moment in the bathtub to designer Adam Cheyer's idea for Siri, accidental breakthroughs throughout history share a common origin story. In this book, you will learn to master the skills that will transform your brain into a consistent generator of insights. Drawing on their extensive coaching and training practice with top Silicon Valley firms, Cabane and Pollack provide a step-by-step process for accessing the part of the brain that produces breakthroughs and systematically removing internal blocks. Their tactics range from simple to zany, such as: · Imagine an alternate universe where gravity doesn’t exist, and the social and legal rules that govern it. · Map Disney’s Pocahontas story onto James Cameron’s Avatar. · Rid yourself of imposter syndrome through mental exercises. · Literally change your perspective by climbing a tree. · Stimulate your butterfly mode by watching a foreign film without subtitles. By trying the exercises in this book, readers will emerge with a powerful new capacity for breakthrough thinking.

The Net and the Butterfly

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 (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 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.

Automotive Manufacturing & Production

Wall Street Journal Bestseller \"The pick of 2014's management books.\" –Andrew Hill, Financial Times \"One of the top business books of the year.\" –Harvey Schacter, The Globe and Mail Bestselling author, Robert Sutton and Stanford colleague, Huggy Rao tackle a challenge that determines every organization's success: how to scale up farther, faster, and more effectively as an organization grows. Sutton and Rao have devoted much of the last decade to uncovering what it takes to build and uncover pockets of exemplary performance, to help spread them, and to keep recharging organizations with ever better work practices. Drawing on inside accounts and case studies and academic research from a wealth of industries-- including start-ups, pharmaceuticals, airlines, retail, financial services, high-tech, education, non-profits, government, and healthcare-- Sutton and Rao identify the key scaling challenges that confront every organization. They tackle the difficult trade-offs that organizations must make between whether to encourage individualized approaches tailored to local needs or to replicate the same practices and customs as an organization or program expands. They reveal how the best leaders and teams develop, spread, and instill the right mindsets in their people-- rather than ruining or watering down the very things that have fueled successful growth in the past. They unpack the principles that help to cascade excellence throughout an organization, as well as show how to eliminate destructive beliefs and behaviors that will hold them back. Scaling Up Excellence is the first major business book devoted to this universal and vexing challenge and it is destined to become the standard bearer in the field.

The Publishers Weekly

The myth: If you get into a good college, study hard, and graduate with excellent grades, you will be pretty much set for a successful career. The reality: The biggest thing you won't learn in college is how to succeed professionally. Some of the smartest, most successful people in the country didn't finish college. None of them learned their most critical skills at an institution of higher education. And like them, most of what you'll need to learn to be successful you'll have to learn on your own, outside of school. Michael Ellsberg set out to fill in the gaps by interviewing a wide range of millionaires and billionaires who don't have college degrees, including fashion magnate Russell Simmons, Facebook co-founder Dustin Moskovitz and founding president Sean Parker, WordPress creator Matt Mullenweg, and Pink Floyd songwriter and lead guitarist David Gilmour. Among the fascinating things he learned: How fashion designer Marc Ecko started earning $1000 a week in high school with his own clothing business, and later grew it into an empire. How billionaire Phillip Ruffin went from lowly department store employee with no college degree, to owner of Treasure Island on the Vegas Strip. How John Paul DeJoria went from homelessness to billionaire as founder of John Paul Mitchell Systems Hair Care Products. This book is your guide to developing practical success skills in the real world. Even if you've already gone through college, the most important skills weren't in the curriculum-how to find great mentors, build a world-class network, learn real-world marketing and sales, make your work meaningful (and your meaning work), build the brand of you, master the art of bootstrapping, and more. Learning the skills in this book well is a necessary addition to any education. This book shows you the way, whether you're a high school dropout or a graduate of Harvard Law School.

Founders at Work

Almost all of us have at some point dreamed of starting our own business but have not been able to get past our fear, anxiety, and uncertainty about pursuing those dreams. Through a 20-month exchange of faxes,The Republic Of Tea chronicles the feelings and emotions of three partners as they confront their fears and dreams to create an enormously successful start-up company. The book shows the budding entrepreneur how to start a successful business that embodies his or her own soul and economic realities. The insightful correspondence between Mel Ziegler and Patricia Ziegler, co-founders of The Banana Republic chain, and their new partner Bill Rosenzweig provides a map for the entrepreneur. It tells of the day-to-day breakthroughs and breakdowns of the creative process--inventing a product, developing a plan, and structuring a business partnership--and even provides the actual business plan used to raise money for the venture. As part of the new Currency paperback line, the book includes a \"User's Guide\"--an introduction and discussion guide created for the paperback by the authors to help readers make practical use of the book's ideas.

Scaling Up Excellence

A powerful and inspiring book from the founders of IDEO, the award-winning design firm, on unleashing the creativity that lies within each and every one of us.

The Education of Millionaires

Focusing on experimental methods, authors Anne Myers and Christine Hansen lead students step by step through the entire research process, from generating testable hypotheses to writing the research report. The major sections of the book parallel the major sections of a research report (Introduction, Method, Results, and Discussion), giving students the skills they'll need to design and conduct an experiment, analyze and interpret the research findings, and report those findings. Although the main focus is on experimentation, alternative approaches are discussed as important complements.

The Industry Standard

The market for business knowledge is booming as companies looking to improve their performance pour millions of pounds into training programmes, consultants, and executive education. Why then, are there so many gaps between what firms know they should do and waht they actual do? This volume confronts the challenge of turning knowledge about how to improve performance into actions that produce measurable results. The authors identify the causes of this gap and explain how to close it.

The Republic of Tea

What do you do? Tim Ferriss has trouble answering the question. Depending on when you ask this controversial Princeton University guest lecturer, he might answer: “I race motorcycles in Europe.” “I ski in the Andes.” “I scuba dive in Panama.” “I dance tango in Buenos Aires.” He has spent more than five years learning the secrets of the New Rich, a fast-growing subculture who has abandoned the “deferred-life plan” and instead mastered the new currencies—time and mobility—to create luxury lifestyles in the here and now. Whether you are an overworked employee or an entrepreneur trapped in your own business, this book is the compass for a new and revolutionary world. Join Tim Ferriss as he teaches you: • How to outsource your life to overseas virtual assistants for $5 per hour and do whatever you want • How blue-chip escape artists travel the world without quitting their jobs • How to eliminate 50% of your work in 48 hours using the principles of a forgotten Italian economist • How to trade a long-haul career for short work bursts and freuent \"mini-retirements\" • What the crucial difference is between absolute and relative income • How to train your boss to value performance over presence, or kill your job (or company) if it’s beyond repair • What automated cash-flow “muses” are and how to create one in 2 to 4 weeks • How to cultivate selective ignorance—and create time—with a low-information diet • What the management secrets of Remote Control CEOs are • How to get free housing worldwide and airfare at 50–80% off • How to fill the void and create a meaningful life after removing work and the office You can have it all—really. From the Hardcover edition.

Business Ethics

Tim Ferriss has trouble defining what he does for a living. Depending on when you ask this controversial Princeton University guest lecturer, he might answer: I race motorcycles in Europe I ski in the Andes I scuba dive in Panama I dance tango in

CIO.

\"An innovative book for an innovative topic.\" Charles Hampden-Turner Like the subject matter it covers, Clusters of Creativity is innovative and original. It breaks with popular interpretations of Silicon Valley and similar regions, which range from the hyperbolically laudatory to the contemptuously dismissive, and takes a critical, objective look at the lessons that these locations provide about innovation and entrepreneurship. Readable, yet rigorous in its analyses, the book provides a practical and balanced set of perspectives on how the powers of business creativity are fostered and sustained. It focuses not so much on the generations of high technologies but on the motivations and strategies of business leaders who turn revolutionary innovations into commercial realities. Clusters of Creativity demystifies the many enigmas that surround two leading capitals of the modern global economy, providing insights on managing innovation and entrepreneurship that are both eye-opening and broadly applicable to all organizations and industries. Clusters of Creativity will challenge assumptions, dispel myths, enlighten, inspire, and generally provoke thought. In an age where technology and hyperbole frequently go hand-in-hand, the book's well-founded insights are all the more refreshing and important.

Library Journal

Harness Your Knowledge and Apply Your Experience to Reinvent the Second Half of Your Career - featuring a foreword by Brian Chesky, cofounder and CEO of Airbnb In our increasingly accelerated world that venerates the new, bright and shiny, many of us in mid-career sense that the ground is shifting beneath our feet, leaving us feeling invisible, undervalued and threatened by the 'digital natives' nipping at our heels. Chip Conley is not buying it, arguing that experience is on the brink of a comeback. At age 52, after selling the boutique hotel company he founded and ran for 24 years, Conley joined Airbnb as Head of Global Hospitality and Strategy. Though rich with experience, the industry veteran lacked the digital fluency of his 20-something colleagues. He quickly discovered that he'd been hired as a teacher and mentor, but was also in many ways a student and intern. What emerged is the secret to thriving as a mid-life worker in today's world: learning to marry wisdom and experience with curiosity, a beginner's mind, and a willingness to evolve. Igniting a bold, urgent conversation about age and ageism in the workplace, Conley liberates the term

\"elder\" from the stigma of \"elderly,\" and reveals the value of wisdom that can only be accrued through years on the planet. Wisdom at Work will teach you how to be indispensable in the second half of your working life. Chip Conley is a New York Times bestselling author, hospitality entrepreneur, and leader at the forefront of the sharing economy. At age 26, he founded Joie de Vivre Hospitality and turned it into the second largest boutique hotel brand in the U.S. Chip is now the Strategic Advisor for Hospitality and Leadership at Airbnb. He is the recipient of hospitality's highest honor, the Pioneer Award.

Creative Confidence: Unleashing the Creative Potential Within Us All

Experimental Psychology