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Ep 1: The Hard thing

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people” develop a  
sense of entitlement  
and start demanding  
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and one of Silicon Valley's most respected and experienced entrepreneurs, draws on his own story of founding, running, selling, buying, managing, and inve. A lot of people talk about how great it is to start a business, but only Ben Horowitz is brutally

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honest about how  
hard it is to run one.

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Building a Business  
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In the end, The Hard  
Thing About Hard  
Things book is all  
about how the CEO  
chooses to lead and  
make decisions. The  
“ hard thing ” is that

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there is no set  
formula for leading,  
motivating, or  
making decisions  
when you hit hard  
times. For better or  
for worse, you need  
to learn and grow as  
you go.

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recommended book  
to me from numerous  
conversations with  
great entrepreneurs  
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reached the point  
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Summary ...

Full Book Name: The  
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Hard Things: Building  
a Business When  
There Are No Easy  
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Name: Ben Horowitz.

Book Genre: Business,  
Entrepreneurship,  
Leadership,  
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Nonfiction. ISBN #

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

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the inevitable  
mistakes 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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enough substance in

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impressive tome to

turn it into a

leadership classic. ” .

“ His book takes

readers through Mr.

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Horowitz's own  
fascinating career,  
while sharing  
examples and  
dispensing advice  
drawn from the  
careers of others. . . .

The honesty is both  
refreshing and  
compelling, and  
readers will enjoy  
being taken through  
challenge after  
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he shares his  
experience of being a  
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hard decisions he has



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had to make —  
offering advice on  
managing tough  
problems as a leader,  
which... Are No

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The Hard Thing  
About Hard Things —  
Summary | by Vivek ...

The hard thing is  
when those “ great  
people ” develop a  
sense of entitlement  
and start demanding

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unreasonable things.

The hard thing isn't setting up an organizational chart.

The hard thing is getting people to communicate within the organization that you just designed.

The hard thing isn't dreaming big.

The Hard Thing  
About Hard Things

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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

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personal and often  
humbling  
experiences.

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Filled with his  
trademark humor  
and straight talk, The  
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In “The Hard Thing  
about Hard Things” ,  
he shares his

experience as an  
entrepreneur, CEO  
and venture  
capitalist, and offers  
practical tips and  
advice for dealing

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with the “hard things” in business that have no clear answers. In this summary, we'll outline what's covered in the book, and share some of the business and management tips.

Book Summary - The  
Hard Thing about  
Hard Things: Building

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The easy thing is to do hard things since you end up becoming incredibly resilient and mentally strong. Imagine the sense of joy and satisfaction when you achieve that goal that seemed impossible. And you do not have to do hard tasks alone. It is fine to ask



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for help. Maybe you don't realize it but you have done hard tasks before. Imagine  
...There Are No

Easy Answers  
The Easy Thing About  
Doing Hard Things

Filled with his trademark humor and straight talk, The Hard Thing About Hard Things is invaluable for

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veteran About Things  
entrepreneurs as well  
as those aspiring to  
their own new  
ventures, drawing  
from...

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Things explains the struggles a CEO will inevitably face when running a company.

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Filled with his trademark humor and straight talk, The Hard Thing About Hard Things is

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invaluable for  
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entrepreneurs as well  
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ventures, drawing  
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and how you can ...

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