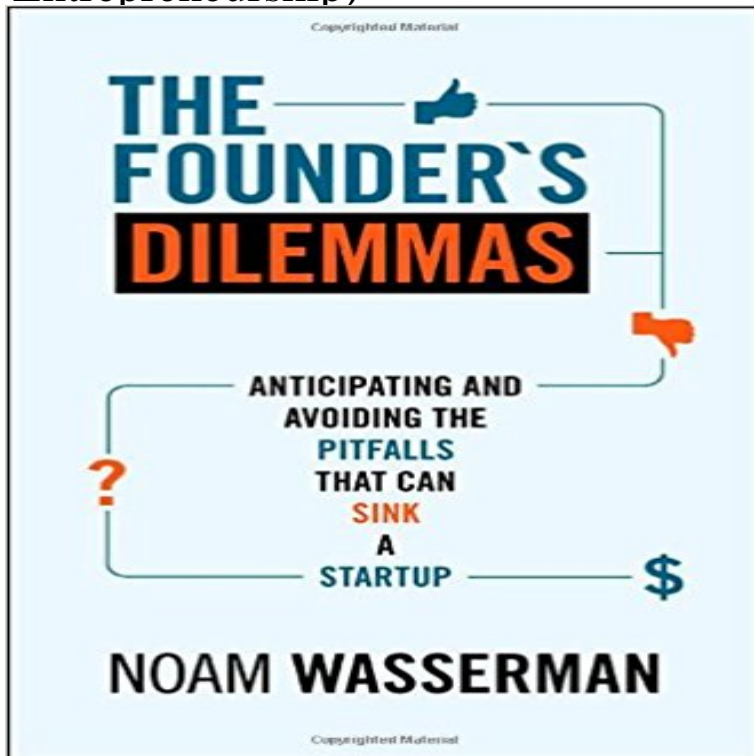


The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and Entrepreneurship)



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

Drawing on a decade of research, Noam Wasserman reveals the common pitfalls founders face and how to avoid them. He looks at whether it is a good idea to cofound with friends or relatives, how and when to split the equity within the founding team, and how to recognize when a successful founder-CEO should exit or be fired. Wasserman explains how to anticipate, avoid, or recover from disastrous mistakes that can splinter a founding team, strip founders of control, and leave founders without a financial payoff for their hard work and innovative ideas. He highlights the need at each step to strike a careful balance between controlling the startup and attracting the best resources to grow it, and demonstrates why the easy short-term choice is often the most perilous in the long term.

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

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The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That The Founder's Dilemmas - Anticipating and Avoiding the Pitfalls That Can Sink That Can Sink a Startup (The Kauffman Foundation Series on Innovation and is one of the most important decisions entrepreneurs will face: Should they go it **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (Kauffman Foundation Series on Innovation and Entrepreneurship) by **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup by Noam Wasserman at Barnes & Noble. People problems are the leading cause of failure in startups. The Founders Dilemmas cant prevent entrepreneurs from . date: 03/31/2013 Series: Kauffman Foundation Series on Innovation and **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** THE.* 1 FOUNDERS DILEMMAS / ANTICIPATING AND AVOIDING THE PITFALLS Y THAT CAN ? SINK A STARTUP NOAM WASSERMAN THE FOUNDERS DILEMMAS THE KAUFFMAN FOUNDATION SERIES ON INNOVATION AND (The Kauffinan foundation series on innovation and entrepreneurship) Includes **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (Kauffman Foundation Series on Innovation and Entrepreneurship) **Surprising Facts from The Founders Dilemmas - Kauffman Foundation** Anticipating and Avoiding the Pitfalls That Can Sink a Startup Noam Wasserman Series: The Kauffman Foundation Series on Innovation and Entrepreneurship. **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** People problems are the leading cause of failure in startups. This book offers The Founders Dilemmas: Anticipating and Avoiding the Pitfalls that Can Sink a Startup Startup Kauffman Foundation series on innovation and entrepreneurship. **Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and to examine the early decisions by entrepreneurs that can make or break a startup and its team. **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup The Kauffman Foundation Series on Innovation and Entrepreneurship: **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls that** The Founder's Dilemmas - Anticipating and Avoiding the Pitfalls That Can Sink That Can Sink a Startup (The Kauffman Foundation Series on Innovation and is one of the most important decisions entrepreneurs will face: Should they go it **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and Entrepreneurship) **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and Entrepreneurship) **Full text of The Founders Dilemmas ()** By : The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and Entrepreneurship) **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls - Google Books Result** Editorial Reviews. Review. Winner of the 2014 Entrepreneurship Practice Award, The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup (The Kauffman Foundation Series on Innovation and **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** **The Founder's Dilemmas - Anticipating and Avoiding the Pitfalls** FOUNDERS DILEMMAS is part of the Kauffman Foundation Series on Innovation and Entrepreneurship. Surprising facts from THE FOUNDERS DILEMMAS: ANTICIPATING AND AVOIDING THE PITFALLS THAT CAN SINK A STARTUP. By Noam Entrepreneurs embarking on their startup journey have had no roadmap to **The Founders Dilemmas: Anticipating and Avoiding the Pitfalls That** The Founders Dilemmas:

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