



I have read the book ‘**Hard thing about Hard Things**’. This book is written by ‘**Ben Horowitz**’. He is a former American Businessman, Investor, Blogger and an author. Also, he is a Technology Entrepreneur and the Co-founder of the firm ‘**Andreessen Horowitz**’ (Along with MarcAndreessen)

I read the book and it became my favourite because the main thing of this book which impressed me is ‘While most of the Business books focus on how to do things directly, Ben acknowledges upfront that there is no such thing as a perfect Business and however much planning you make, Screw-ups will inevitably happen. He explains this term by the events that occurred during his time leading billing \$ Corporation and how team make decisions at the time of problems’. He says that Entrepreneurship is about ‘**Crazy Highs and Terrible Lows**’ and he paint in his book the full ugly picture of what life is like in the haunting face of disaster. A true understanding what you can face as an Entrepreneur invaluable which I believe is what makes this book my favourite.

In this book, Horowitz has also mentioned some inspiring quotes such as :

“Note to self: It’s a good idea to ask,” What am I doing?”

“Until you make the effort to get to know someone or something, you don’t know anything”.

“Take care of the People, The Products and The Profits — In that Order”.

These Quotes always inspire people to dream big and achieve the biggest of things.

The book in mainly an inside looks at the tough decisions and lonely times all CEO’s face, before showing you what it takes to build a great Organization and a World Class Leader.

Horowitz is also the author of other books such as ‘How to create your Business Culture’, ‘what You do is who you are’, which are mainly based on Entrepreneurship Skills and Start-ups.

I personally liked this book as it teaches me lot. It is a motivation for all the people who dream to become a Successful Entrepreneur. Also, it gives a deep insight on how people work in a company or in an organization.

“The Only Thing That Prepares You to Run the Company Is Running the Company”

—Ben Horowitz

Yushra Patel

FYBMS