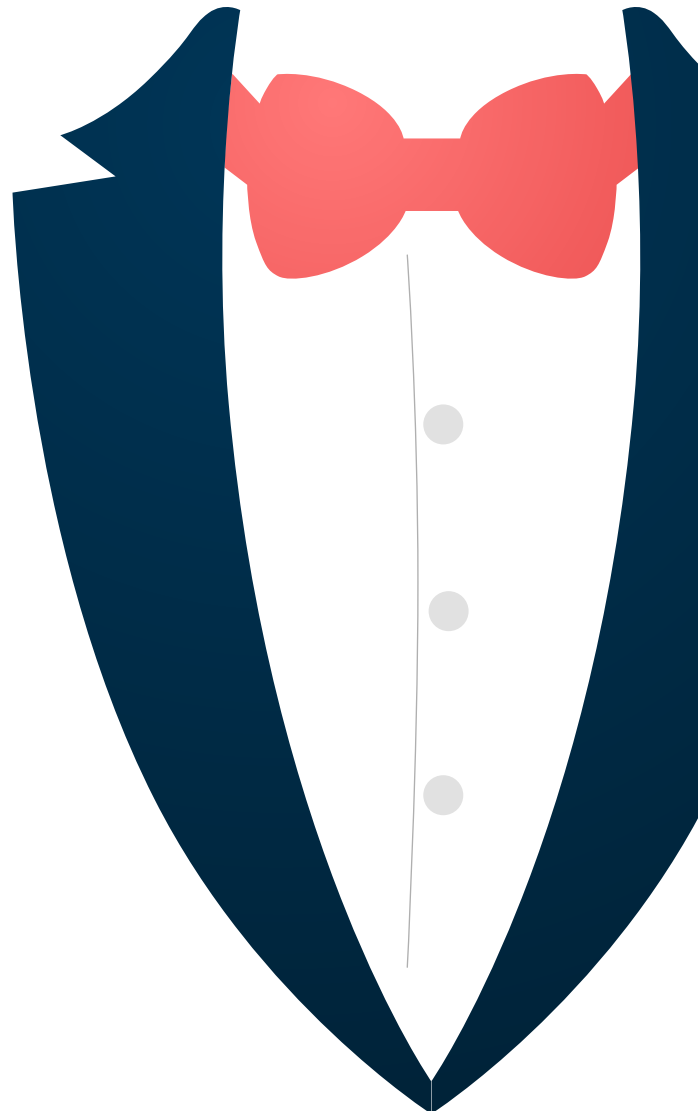


Entrepreneurship.

Many people see only two paths for dropouts: One in a million might be able to become entrepreneurial titans—a Steve Jobs, a Bill Gates, or a Mark Zuckerberg—but most of them will end up as miserable failures. This just isn't true.

While it's unlikely that you will build the next Microsoft, there are thousands of successful entrepreneurs who find ways to be successful on a consistent basis – business after business. They aren't very well known and they don't all have college degrees.

At the core of it all, an entrepreneur is just someone who creates value for others, and then takes some slice of that value created. This is something anyone can do. While entrepreneurship is best learned by doing, this list of resources can help you learn the tricks of the trade.



Books:

General Business and Entrepreneurship

The Lean Startup

by Eric Ries

The Personal MBA

by Josh Kaufman

Go It Alone!

by Bruce Judson

The \$100 Startup

by Chris Guillebeau

The 4-Hour Workweek

by Tim Ferriss

Hackers and Painters

by Paul Graham

Marketing

Getting Everything You Can...

by Jay Abraham

Seth Godin's Collection

Purple Cow

by Seth Godin

The 22 Immutable Laws of Marketing

by Al Ries
& Jack Trout

All Marketers Are Liars

by Seth Godin

Permission Marketing

by Seth Godin

Sales

SPIN Selling

by Neil Rackham

The Ultimate Sales Machine

by Chet Holmes

Negotiation

Crucial Conversations

by Kerry Patterson

Bargaining For Advantage

by G. Richard Shell

Effectiveness

The War of Art & Turning Pro

by Steven Pressfield

Getting Things Done

by David Allen

Strategy

Do More Faster

by Brad Feld
& David Cohen

The 33 Strategies of War

by Robert Greene

The E-Myth

by Michael E. Gerber

Websites:

I Will Teach You To Be Rich

Start a Freelance Business

Startup Lessons Learned

The Blog of Eric Ries

The Personal MBA

Master the Art of Business

Both Sides of The Table

The Blog of Mark Suster

Casnocha

The Blog of Ben Casnocha

A VC

The Blog of Fred Wilson

Steve Blank

Great content on Start-Ups

Mixergy

Interviews & Courses from Entrepreneurs

Andrew Chen

Essays on Entrepreneurship and more

TED

Ideas Worth Spreading

500 Hats

The Blog of Dave McClure

AppSumo

The Store for Entrepreneurs

PMarca

The Blog of Marc Andreessen

Articles:

[Bootstrapper's Bible](#)

by Seth Godin

[1,000 True Fans](#)

by Kevin Kelly

[100 Rules for Being an Entrepreneur](#)

by James Altucher

[Harnessing Entrepreneurial Manic-Depression](#)

by Tim Ferriss

[Revenge of the Fat Guy](#)

by Ben Horowitz

[The Only Thing That Matters](#)

by Marc Andreessen

[Fear Is The Mind-Killer](#)

by Eric Ries

[How to create a Million Dollar Business & How Mint beat Wesabe](#)

by Noah Kagan

[Start-Ups 101: The Complete Mint Presentation](#)

by Aaron Patzer

[Milestones to Startup Success](#)

by Sean Ellis

[What Skills do you need to be an Entrepreneur? Only Two](#)

by Sebastian Marshall

[Make No Little Plans](#)

by Steve Blank

[Paul Graham's Essays](#)

Read them all if you are serious about being an entrepreneur. [How to start a startup](#) & [What startups are really like](#) - are good places to begin

Other Resources:

Physical Location

[The DO School](#)

A one-year educational program that enables talented young adults to launch their own innovative and sustainable social ventures.

[Enstitute](#)

An apprenticeship based program that turns startups and small businesses into classrooms.

[Startup Weekend](#)

Startup Weekends are 54 hour events where individuals come together to connect, build products, and launch startups.

[Starting Bloc](#)

A people incubator with chapters in a few major cities. They have both short term workshops and a fellowship.

- Other programs, fellowships, and co-working spaces for entrepreneurs can be found on the [UnCollege funding page](#).

Online

Udacity: How to build a startup

by Steve Blank

Stanford University E-Corner

Presentations from successful entrepreneurs

Udemy: 21 Critical Lessons for Entrepreneurs

by Jason Nazar

37signals (Podcast)

Discussions about business, design, experience, simplicity and other entrepreneurial topics

Tools for Entrepreneurs

Y Combinator Startup Library

NYU Startup Resources Library

Startup Foundry's Tool List

PBworks Startup Tools List

Startup Weekend's Tool List

HBS Startup Tribes' Tools List