

1517 Book & Movie Recs

On Startup General

[Zero to One](#) by Peter Thiel
[Why Startups Fail](#) by Tom Eisenmann
[Paper Belt on Fire](#) by Michael Gibson

On Founding

[The Founder's Dilemmas](#) by Noam Wasserman
[How to Be a Founder](#) by Alice Bentinck and Matt Clifford

On Venture Capital

[Secrets of Sand Hill Road](#) by Scott Kupor
[Venture Deals](#) by Brad Feld
[The Power Law](#) by Sebastian Mallaby
[Angel](#) by Jason Calacanis
[The Business of Venture Capital](#) by Mahendra Ramsinghani
[Breaking into Venture](#) by Allison Baum Gates
[The Venture Fund Blueprint](#) by 1517 adviser, Shea Tate-Di Donn

On Management

[High Output Management](#) by Andrew Grove
[The Five Dysfunctions of a Team](#) by Patrick Lencioni
[Creativity Inc.](#) by Ed Catmull
[The Hard Thing About the Hard Things](#) by Ben Horowitz
[Leadership, Strategy, and Tactics](#) by Jocko Willink
[The Making of a Manager](#) by Julie Zhuo
[Principles](#) by Ray Dalio
[Measure What Matters](#) by John Doerr
[Scaling People](#) by Claire Hughes Johnston

On Culture

[The Geek Way](#) by Andrew McAfee
[Our Tribal Future](#): How to Channel Our Foundational Human Instincts Into a Force for Good by David R. Samson
[The Art of Community](#) by Jono Bacon

On Biz Strategy

[7 Powers](#): The Foundations of Business Strategy by Hamilton Helmer

On the Production Process

The Origins of Efficiency by Brian Potter

On Customer Discovery

[The Mom Test](#): How to Talk to Customers and Learn if Your Business is a Good Idea When Everyone is Lying to You by Rob Fitzpatrick

On Sales

[The Challenger Sale](#) by Matthew Dixon

[Spin Selling](#) by Neil Rackham

[The New Strategic Selling](#) by Robert B. Miller

[You Can't Teach a Kid to Ride a Bike at a Seminar](#) by David Sandler

[The Champion Sale](#) by Richard Rivera

On Marketing & Branding

[Different](#): Escaping the Competitive Herd by Youngme Moon

[The Brand Gap](#) by Marty Neumeier

[Alchemy](#): The Dark Art and Science of Creating Magic in Brands, Business, and Life by Rory Southerland

[The Power of Glamour](#): Longing and the Art of Visual Persuasion by Virginia Postrel

[Trust Me, I'm Lying](#): Confessions of a Media Manipulator by Ryan Holiday

On Advertising

[Ogilvy on Advertising](#) by David Ogilvy

[The Wizard of Ads](#) by Roy Williams

[Influence](#): the Psychology of Persuasion by Robert Cialdini

On Hiring

[Talent](#) by Tyler Cowen

[The Talent War](#) by Mike Saraille

On Firing

[Firing Well](#) by Matt Mochary

On Scaling

[Blitzscaling](#) by Reid Hoffman

[High Growth Handbook](#) by Elad Gil

On Valuation

[The Little Book of Valuation](#) by Aswath Damodaran

On Decision-Making Under Uncertainty

[Thinking in Bets](#) by Annie Duke

[Decision Quality](#) by Carl Spetzler & Hannah Winter

[The Success Equation](#): Untangling Skill & Luck in Sports, Business, and Investing
by Michael Mauboussin

[The Art of Clear Thinking](#): A Stealth Fighter Pilot's Timeless Rules for Making
Tough Decisions by Hasard Lee

[On the Edge](#): The Art of Risking Everything by Nate Silver

[Clear Thinking](#) by Shane Parrish

[Poor Charlie's Almanac](#): The Wit and Wisdom of Charlie Munger

[Six Thinking Hats](#) by Edward De Bono

[Controlling Risk](#) by Jim Wetherbee

On Negotiating

[Getting to Yes](#) by Roger Fisher

[Never Split the Difference](#) by Chris Voss

On Tough Conversations

[Crucial Conversations](#) by Joseph Grenny et alii

[Difficult Conversations](#) by Douglas Stone et alii

On how to Fight w/ Your Cofounders

[Fight Right](#) by Julie Swartz Gottman and John Gottman

On the Inner Game

[How Champions Think](#) in Sports and Life by Bob Rotella

[High Agency](#) - essay by George Mack

On Personal Development/Leadership

[Be Useful](#) by Arnold Schwarzenegger

[The Art of Asking](#) by Amanda Palmer

[When Things Fall Apart](#) by Pema Chodron

[Atomic Habits](#) by James Clear

[Awaken the Giant Within](#) by Tony Robbins

[The Art of Possibility](#) by the Zanders

[Hidden Potential](#) by Adam Grant

[Tools of Titans](#) by Tim Ferriss
[The Great Mental Models](#) by Farnam Street
[The Way of the Warrior Kid](#) by Jocko Willink

On Reading People

[Read People Like a Book](#) by Patrick King
[Six-Minute X-Ray](#) by Chase Hughes
[What Every Body is Saying](#) by Joe Navarro
[Work Like a Spy](#) by J.C. Carleson

On Running a Board

[Boards That Lead](#): When to Take Charge, When to Partner, and When to Stay Out of the Way by Ram Charan et alii.

On Specific People & Companies - the Case Study

[Elon Musk](#) by Walter Isaacson
[Liftoff: Elon Musk and the Desperate Early Days That Launched SpaceX](#) by Eric Berger
[Steve Jobs](#) by Walter Isaacson
[Becoming Steve Jobs](#) by Brett Schlender and Rick Tetzeli
[The Founders](#) by Jimmy Soni
[The NVIDIA Way](#) by Tae Kim
[The Soul of a New Machine](#) by Tracy Kidder
[Enzo Ferrari](#) by Brock Yates
[Moneyball](#) by Michael Lewis
[Open Heart](#): A Cardiac Surgeon's Stories of Life or Death on the Operating Table by Stephen Westaby
[My Life and Work](#) by Henry Ford
[Softwar](#): An Intimate Portrait of Larry Ellison and Oracle by Matthew Symonds
[Direct from Dell](#) by Michael Dell
[The HP Way](#) by David Packard
[Made in Japan](#): Akio Morita and Sony by Akio Morita
[Grinding it Out](#): The Making of McDonalds by Ray Kroc
[Sons of Wichita: the Koch Brothers](#) by Daniel Schulman
[Founders at Work](#) by Jessica Livingston

On Biotech

[FDA Regulatory Affairs](#), edited by David Mantus and Douglas Pisano
[For Blood and Money](#): Billionaires, Biotech, and the Quest for a Blockbuster Drug by Nathan Vardi

[In Pursuit of Unicorns](#): A Journey Through 50 Years of Biotechnology by Tim Harris

[Building Backwards to Biotech](#) by Stephanie Wisner

[From Breakthrough to Blockbuster: the Business of Biotechnology](#) by Donald Drakeman

On Inspiring Science Fiction, Deep Tech, and Scientific Discovery

[The Problem of Increasing Human Energy](#) by Nikola Tesla

[Surely You're Joking Mr. Feynman](#) by Richard Feynman

[The Diamond Age](#) by Neal Stephenson

[The Culture Series](#) by Iain Banks

[The Expanse](#) by James S. A. Corey

[The Martian](#) by Andy Weir

[The Second Kind of Impossible](#) by Paul Steinhardt

[Infinite in All Directions](#) by Freeman Dyson

[The Beginning of Infinity](#) by David Deutsch

Movies that Inspire Us at 1517

Jerry Maguire

Back to the Future

Real Genius

The Aaron Sorkin Biz Trilogy: Social Network, Moneyball, Steve Jobs

The X-Men Series

Ghostbusters

Short Circuit

Cocoon

Batteries Not Included

The Incredibles

Almost Famous

Ocean's 11

Biographies of Inspiring Artists, Poets, & Scientists

[John & Paul](#): A Love Story in Songs by Ian Leslie

Patrick Collison's [Book List](#) for Silicon Valley's Canon

On Existential Risk and a Philosophy of the Future

[Whole list here.](#)

