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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.

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Dilemmas fills an
important gap in the
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literature by
providing an in-depth
treatment of the
people problems that
confront all new

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Dilemmas founders.

Wasserman argues that people problems are responsible for a significant portion of startup failures, and that entrepreneurs tend to underestimate their potentially dangerous long-term effects.

The Founder's
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08/19/2016. As a founder you ignore “ people problems ” — your own and those of your team — at your peril.

Understanding your own decisions, where your instincts can mislead you, and how choices about when

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Dilemmas to found, with whom to found, and how to share equity could make the difference between success and failure.

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Entrepreneurs

Noam Wasserman, a long-time Harvard Business School professor and author

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Dilemmas, was named one of the top entrepreneurship classes in the county by Inc. magazine. He focuses his research on early founders ' decisions, particularly those that...

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Dilemmas:

Anticipating and Avoiding the ... Wasserman has identified clear a set of dilemmas facing founders. Choices have to be made between alternatives with no choice obviously better than another. All come with significant upsides and

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downsides. Solved appropriately, the founders will survive to face the next dilemma. Fail, and there could be no next dilemma.

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Promising venture lay the foundations for its eventual ruin. The Founder's 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

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Dilemmas and how to avoid them.

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