

1. Startup Lifecycle Overview

Book: *The Lean Startup* by Eric Ries

- **Pages:** Chapter 2: "Start" (pp. 27-49)
 - Focuses on the Build-Measure-Learn feedback loop and MVP development.
- **Pages:** Chapter 6: "Pivot (or Persevere)" (pp. 103-123)
 - Discusses key decision points in early-stage growth.

Book: *Venture Deals* by Brad Feld and Jason Mendelson

- **Pages:** Chapter 3: "How to Raise Money" (pp. 45-62)
 - Offers insights into early-stage funding strategies.
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2. Product-Market Fit (PMF)

Book: *The Lean Product Playbook* by Dan Olsen

- **Pages:** Chapter 2: "The Product-Market Fit Pyramid" (pp. 25-41)
 - Outlines the structured framework for achieving PMF.
- **Pages:** Chapter 7: "How to Measure Product Success" (pp. 195-215)
 - Highlights key metrics like retention and engagement.

Book: *Measure What Matters* by John Doerr

- **Pages:** Chapter 3: "Focus and Commitment to Priorities" (pp. 65-82)
 - Emphasizes OKRs to assess product and market alignment.
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3. Team Building for Scaling

Book: *The Hard Thing About Hard Things* by Ben Horowitz

- **Pages:** Chapter 5: "Building a High-Performance Culture" (pp. 97-120)
 - Discusses the importance of hiring and team dynamics.
- **Pages:** Chapter 8: "How to Lead Even When You Don't Know Where to Go" (pp. 165-182)

- Focuses on leadership during scale-up phases.

Book: *Who: The A Method for Hiring* by Geoff Smart and Randy Street

- **Pages:** Chapter 3: "The Scorecard" (pp. 45-63)
 - Provides guidance on defining roles and hiring effectively.
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4. Go-to-Market Strategy

Book: *Crossing the Chasm* by Geoffrey A. Moore

- **Pages:** Chapter 4: "The Chasm" (pp. 57-74)
 - Highlights the critical need for a focused GTM strategy.
- **Pages:** Chapter 7: "The D-Day Strategy" (pp. 123-141)
 - Explains targeted market entry tactics.

Book: *Hacking Growth* by Sean Ellis and Morgan Brown

- **Pages:** Chapter 5: "Growth Hacking Teams" (pp. 131-149)
 - Discusses practical steps for creating GTM plans.
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5. Preparing for Series A Funding

Book: *Pitch Anything* by Oren Klaff

- **Pages:** Chapter 2: "The STRONG Method" (pp. 25-48)
 - Framework for creating compelling pitch narratives.
- **Pages:** Chapter 4: "Capturing and Keeping Attention" (pp. 69-88)
 - Tips on making an impression with investors.

Book: *Angel* by Jason Calacanis

- **Pages:** Chapter 6: "How to Pitch Angel Investors" (pp. 105-122)
 - Explores storytelling and metrics that resonate with investors.
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6. Actionable Steps for Early-Stage Startups

Book: *The Startup Owner's Manual* by Steve Blank

- **Pages:** Chapter 3: "Customer Discovery" (pp. 61-88)
 - Details the steps for validating assumptions.
- **Pages:** Chapter 5: "Customer Validation" (pp. 123-145)
 - Focuses on turning early traction into scalable strategies.

Book: *Zero to One* by Peter Thiel

- **Pages:** Chapter 6: "You Are Not a Lottery Ticket" (pp. 95-110)
 - Outlines actionable mindsets for founders aiming to scale.