

**Book Report**

**Team: Mind Benders**

**Members:**

* **Moosa Siddiqui – 61855**
* **Nausherwan Khan Adil – 61819**
* **Abdul Qayyum – 60809**
* **Muhammad Anas Khan – 61853**

**Book Name:**

**Entrepreneurs Grow at Warp Speed**

**By**

**Steve Paulina**

**Submitted to:**

**Sir Burhan**

**Introduction of Author:**

Steve was born and raised in Los Angeles, the eldest of four kids. During his childhood, Steve went to a private Jesuit high school.

On January 27, 1991 Pavlina was arrested for grand theft in [Sacramento, California](https://en.wikipedia.org/wiki/Sacramento,_California) and given 60 hours of [community service](https://en.wikipedia.org/wiki/Community_service). He claims that this was the impetus he needed to turn his life around, he also claims that he was let off a much worse sentence owing to a mistake in the legal process.

Prior to starting his [personal development](https://en.wikipedia.org/wiki/Personal_development) site, Pavlina founded [Dexterity Software](https://en.wikipedia.org/wiki/Dexterity_Software), an independent computer game developer and publisher. He described in a blog post how he transitioned from one identity (as a game publisher, forum participant etc.) into a public speaker and self-help blogger, by removing shortcuts from his desktops and favorites, reducing his gamer-related contacts and obligations and e-mail and relationships so that he was surrounded by an environment that completely reinforced the new identity.

**Grow Smarter:**

Running your business can make you smarter. While doing business you can face many problems, by thinking about those problems and continuously solving that problem makes your mind active and also keeps your mind strong and fit. When your mind is thinking about business problems, you may be less present to what’s happening right in front of you, so the another skill is learning to center yourself when you want to take time off. You can apply your whole being into business. It can also develop your skill to take immediate action on any situation. If you like to solving puzzle, business is full of them. Being active in business is a great way to keep your mind sharp.

**Upgrade your habits:**

Business has a repetitive side and to handles recurring tasks you should have a good habits because if you fail to handle the routine aspects of business, your business will suffer. You can miss the golden opportunities and also your business becomes disorganized if you’re not having good habits. You can beat routine by getting into good habits because too much routine can put your life into boring situation. Eventually you’ll come up with habits that are uniquely your own. Just keep in mind that you often have a lot of fun doing what you do. You work hard with fun so that you can love your work so incredibly much.

**Stop working with (or for) idiots:**

When you’re in school, you’ll have to deal with some idiot teachers now and then. If you work for Someone else, you may have to deal with an idiot boss or idiot co-workers. If you run your own Business, you’ll still have to deal with idiots in government sometimes, but at least you’ll have some Say about who works in your company and who doesn’t. One of the best aspects of running your own business is that you’re finally free to pick and choose the people you work with. But if you’re new to business it takes some time to realize the difference between idiots and creative or smart person.

**Make better decisions:**

In business only smart decisions makes your business successful and wrong decisions destroy your business. Risk is the nature of the business. In mostly decisions the risk become very low but some decisions are too risky that your bad decision can take your business to many years back financially. When your business starts doing well you need to focus more tightly on the best Opportunities but in a real business you’ll have too many problems to fix and/or too many opportunities to pursue. You’ll never have enough time and resources to tackle all of them you’ll learn to prioritize in your business.

**Learn Patience & Consider Abandoning Deadline:**

As per author In this paragraph the atheling about how impatience ruin his planning and estimation of any project according to his personal experiences he made a very well plan and a good

Estimation of his project but in the end replace it with a very foolish plan ad estimation because of time. His first plan was very good and had a great estimation but was taking

Time and he don’t have patience. He want to do everything quick and in short period of time by setting ridiculous deadline for his goals and project he also stated that this the

Main reason of raining ones motivation because when you want to do everything quick you set deadlines that are impossible then you work hard and fast to complete your task but

At the end you achieve nothing. He further said that I’ve learned that I give my best when I’m free from deadlines and free from stress in this way i can focus on the quality of

Work rather than just finishing the work without quality. His major personal growth lesson is learning that working time Lesly. Deadlines trigger your impatience and made you

Crash in walls as it is said "Great things take time" so be patience basic step is to learn patience this will help in passing any critical and tough situation.

**To Tackle the Monster Project:**

This is the topic that I think need special treatment. Many business have monster projects and these are the key point that make you strong. It is the self-growing time

it will be very challenging for you but will make you strong. It is the learning phase you try different things you work on your own skills learn about new things and methods

you teach yourself how to tackle difficult situation you learn patience as author share his personal experience how he learn different thing to rebuild his site. How slowly he take

Step and achieve the desired result as it is said "YOU WILL GROW THROUGH WHAT YOU GO THROUGH" don’t hesitate do monster projects it is self-learning and growing time.

**Trap of Indecisions:**

Big decisions I normally use the core principles of growth — truth, love, and power — as myguideposts.

You might have tonturn down so-called business opportunities that might be counter-productive for my own path of personal growth decisions based on truth, love, and power is fairly straight forward.

To conclude.. Often I’ll write them down. I consider the predictable consequences of potentialdecisions. If I decide A, then B and C are likely consequences. If I decide D, then E and F willprobably happen too. Then I look at the internal truth, which includes my own thoughts and feelingsrelated to the decision. To make more intelligent decisions, favor the decision branches that lead to desirable long-term outcomes and which have short-term consequences that you can live with. If there’s a negotiation between the truth and love sides. I go back and forth between these, blooking for an option that satisfies both sides indecision aries When not being clear, what matters to you.. Shift of priorities Low risk decisions. By gut instinct Ask a friend Read online reviews.

**Learn the Pain of Perfection:**

One of the main thing that you will learn in entrepreneurship is that sometime it's not good to be perfect when you want perfection you will in work you will stop on every single point until its done according to your standard or sometime it will even stop you from stating the work. As the author share his experience that he dont start working on site because he can't find a pefect name for his site.The main idea for that is you name anything for your site and start earning from your buisness. Doing something is better than doing nothing you sould not stop at any point just do what you think off. You should not have to be perfect as you start working you slowly realize what should be change and how to grow fast what is good for your buisness you will go through learning phase just start moving it dose not matter that how fast are you movinng the inkuy thing that matter is your movement.You have to take step to reach the finish line. continuous movement will surely give you success and you will achive perfectionism.

**Stop being a technology dunce:**

Technology in particular is becoming an increasingly important part of business. You will not stand much of a chance competing in a world where technology is infecting every business. If you think it’s okay to claim technological dunce hood. Technology dunces get eaten, chewed up, and spit out in today’s world of business. It’s important to recognize and accept that technology and business are married now. If you want to go into business today and succeed, technology will surely be an integral part of your roadmap. What the steam engine did for our muscles, computer hardware and software is doing for our minds, and communications technology is doing for our voices. Once again, we’ve pushed past the limits of our biology. Computers and software handle most of the marketing, distribution, and income generation aspects of the business. Business will punish you for being technologically lazy, ignorant, or confused. The game is always racing ahead, and if you fall behind, you’ll be left behind. Many years ago, you could say that personal growth was married to psychology. But today it’s fair to say that personal growth has already divorced psychology and is now engaged to technology. Pretty soon personal growth and technology will be married. If you’re an entrepreneur today, don’t be a technology dunce. It’s not cute. It’s just stupid.

**Overcome limited thinking:**

When you run your own business, you’ll see how your thoughts and beliefs impact your business results. Your personal limitations will limit what your business can do. The motivation to grow and improve your business helps you get your own beliefs in line since it can be painful to see your own beliefs holding your business back. Once you have some customers, they’ll encourage you to push through your personal limits.

How many millions of times have people started businesses while broke or in debt? Being broke can be one of the best times to start a business since you have little or nothing to lose. If you fail, you’ll still be broke, and you can try again. I’d say you’re more likely to receive extra praise for starting your business while broke than if you started out wealthy. People like seeing underdogs succeed. To think like an entrepreneur, take all your “can I…” questions, and put the word “how” in front of them:

* How can I start a business while broke?
* How can I overcome a weak education?

How can I motivate myself to work hard?

**Learn to spend wisely:**

Business is a great teacher of money management skills. As an entrepreneur you’ll get to buy and sell more often, so you’ll train up faster in this area. When you first start out as an entrepreneur, you’ll learn that you’re either too loose or too tight with your money. One of the most important lessons you’ll learn is how much to spend to get your business up and running.

**Enjoy the light side, but protect yourself from the dark side**

Generally speaking there are two ways for people to do business together: control or trust. There are two primary ways to control people: silver or lead. You can bribe people with silver, or you can threaten them with lead (bullets). The second way to do business is with trust. If you cannot control someone’s behavior, you can still do business with them on the basis of trust.

The challenge is to mature beyond your child-like innocence without descending into paranoia and cynicism. Can you learn to protect yourself from the worst of humanity while still being able to access the best of humanity? That is no easy balancing act.

**Understand human behavior**

Business often rewards experimentation. Your first attempts at any policies or procedures will be guesses, and many of your guesses will be wrong. Once you have some customers, you can test other possibilities, and pretty soon you’ll improve upon your early guesses. You’ll discover better ways to generate sales, reduce expenses, prevent fraud, increase your productivity, and more. Running a business gives you frequent exposure to aspects of human behavior that you might not otherwise see very often. Through business you’ll come to understand many behavioral nuances that defy simplistic labels such as *good* or *evil*.

**Take Command of your life:**

As per author, if anyone needs to be a successful entrepreneur, all you need to do is not to waste time or working hard to achieve someone else’s idea.

If you are an ambitious person, you have your own ideas or your own projects. Try to accomplish those, try better possibility to accomplish them. People have multiple goals at the same time which is good for them. According to author he wanted himself to be a writer whose books would be selling in every book store and also he wanted himself to see the whole Europe. There were few of his goals but when he came up with his business he achieved more, he wrote books for new entrepreneurs, he worked throughout the Europe which helps him to see Europe without paying a single penny from his own pocket.

Sometimes you won’t go in the way where you achieve your personal goal but you become a fair enough to achieve them or sometime it will actually take you to achieve it. So do not rely on opportunities, it is good where you avail a full come opportunity but sometimes we need to create opportunities for our own selves.

When you would be working for your own business, you do not need to put 40 hours per week or it is not fixed for you. Sometimes you can give 60+ hours in one week and 25 or less than 25 hours in another week. There will be no limitations for you to go for work, like the specific timings (e.g 9-5). You can work whenever you want.

**Get paid to grow:**

Business pays you as more as you can earn and learn. Learning can also help you to grow. The smarter you become the more you can apply, what you learn to your business, so your own learning and growth can conclude you with the higher income.

If you want to rise but you are thinking that first you need to perfect yourself then get paid then you cannot be a successful entrepreneur, as it is discussed that your learning can pay you too. All you need is to grow up your business which has to be grown. Apparently your business is growing and beside you are learning new skills, you are growing your own selves.

The wonderful thing is when your business benefits from your personal growth your business can justify covering your personal expenses.

**Explore your Strength:**

Many people have unusual combinations of skills that make them confuse what to choose, as a employers don't know how to demodulate the value from those combinations and we humans aren't mono-skilled and many corporation treat us what we are. As a entrepreneur you need to discover your strengths and give yourself every possible opportunity to leverage them each day, and you also have the flexibility, freedom to do and you’ll connect the dots between your skills in surprising ways, thereby gaining access to opportunities and experiences that would otherwise be inaccessible.

**Explore your Values:**

Building a business is like creating work of art, as you paint your business you also paint yourself and it's good for your business to turn a profit, For an entrepreneurs making money is the easy part but the question is "What do I really want to build”. And you have to think what I should do because you will have plenty of freedom to choose your own brush strokes .Whether you want to run a carbon neutral business or create and all-Vegan version of Costco etc. You can use your business to learn, grow, create and explore as much as you want and which direction appeals to you. Business is full of value based decisions you will need to decide, when to work hard, when to rest, when to seek help, when to solve problems etc. Facing such decisions will help you explore, understand, and refine your values. After a few decades as an entrepreneur, you’ll have a strong sense of what it means to be you, and you’ll probably like the result