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PAUL GRAHAM

ESSAYS

If you're not sure which to read, try [How to Think for Yourself](#), [Do Things that Don't Scale](#), or [How to Lose Time and Money](#).

- [Putting Ideas into Words](#)
- [Is There Such a Thing as Good Taste?](#)
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- [General and Surprising](#)
- [Charisma / Power](#)
- [The Risk of Discovery](#)

- [How to Make Pittsburgh a Startup Hub](#)
- [Life is Short](#)
- [Economic Inequality](#)
- [The Refragmentation](#)
- [Jessica Livingston](#)
- [A Way to Detect Bias](#)
- [Write Like You Talk](#)
- [Default Alive or Default Dead?](#)
- [Why It's Safe for Founders to Be Nice](#)
- [Change Your Name](#)
- [What Microsoft Is this the Altair Basic of?](#)
- [The Ronco Principle](#)
- [What Doesn't Seem Like Work?](#)
- [Don't Talk to Corp Dev](#)
- [Let the Other 95% of Great Programmers In](#)
- [How to Be an Expert in a Changing World](#)
- [How You Know](#)
- [The Fatal Pinch](#)
- [Mean People Fail](#)
- [Before the Startup](#)
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- [Investor Herd Dynamics](#)
- [How to Convince Investors](#)
- [Do Things that Don't Scale](#)
- [Startup Investing Trends](#)
- [How to Get Startup Ideas](#)
- [The Hardware Renaissance](#)
- [Startup = Growth](#)
- [Black Swan Farming](#)
- [The Top of My Todo List](#)
- [Writing and Speaking](#)
- [How Y Combinator Started](#)
- [Defining Property](#)
- [Frighteningly Ambitious Startup Ideas](#)
- [A Word to the Resourceful](#)
- [Schlep Blindness](#)
- [Snapshot: Viaweb, June 1998](#)
- [Why Startup Hubs Work](#)
- [The Patent Pledge](#)
- [Subject: Airbnb](#)
- [Founder Control](#)
- [Tablets](#)
- [What We Look for in Founders](#)

- [The New Funding Landscape](#)
- [Where to See Silicon Valley](#)
- [High Resolution Fundraising](#)
- [What Happened to Yahoo](#)
- [The Future of Startup Funding](#)
- [The Acceleration of Addictiveness](#)
- [The Top Idea in Your Mind](#)
- [How to Lose Time and Money](#)
- [Organic Startup Ideas](#)
- [Apple's Mistake](#)
- [What Startups Are Really Like](#)
- [Persuade xor Discover](#)
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- [The Anatomy of Determination](#)
- [What Kate Saw in Silicon Valley](#)
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- [Relentlessly Resourceful](#)
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- [Can You Buy a Silicon Valley? Maybe.](#)
- [What I've Learned from Hacker News](#)
- [Startups in 13 Sentences](#)
- [Keep Your Identity Small](#)
- [After Credentials](#)
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- [Beating the Averages](#)
- [Lisp for Web-Based Applications](#)

- [Chapter 1 of Ansi Common Lisp](#)
- [Chapter 2 of Ansi Common Lisp](#)
- [Programming Bottom-Up](#)
- [This Year We Can End the Death Penalty in California](#)

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