

(Mobile pdf) Smart People Should Build Things: How to Restore Our Culture of Achievement, Build a Path for Entrepreneurs, and Create New Jobs in America

Smart People Should Build Things: How to Restore Our Culture of Achievement, Build a Path for Entrepreneurs, and Create New Jobs in America

Andrew Yang

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Andrew Yang : Smart People Should Build Things: How to Restore Our Culture of Achievement, Build a Path for Entrepreneurs, and Create New Jobs in America before purchasing it in order to gage whether or not it would be worth my time, and all praised Smart People Should Build Things: How to Restore Our Culture of Achievement, Build a Path for Entrepreneurs, and Create New Jobs in America:

14 of 15 people found the following review helpful. Phenomenal motivation for joining a startup
By Tony Kauffmann
Should be required reading for any entrepreneurship class. Yang lays out the jaw-dropping statistics of how many smart ambitious students are squandering their potential in pursuit of money/prestige/security. As an engineering student it was an incredible reminder to pursue an industry that builds and creates, not just analyzes! Yang builds incredible value for why individuals of all walks of life should invest in America by creating something (anything!) instead of walking the well-trodden paths.
An inspiring read for anyone considering a start-up, and an essential read for anyone considering law/finance/consulting!
1 of 1 people found the following review helpful. An important read for any young person making career choices post college
By Nathan K. Rothstein
For someone coming from Lexington High School- where more than 90% of the class goes to a four year college, I hadn't met any of the qualifications that allows an 18 year old to get on the pathway to a successful career with a lot of upward mobility. Everything we were supposed to do- study hard, get good grades, get into a top 50 school, and then work in consulting, and then apply to business/law school and then get a great job, was not an option for me. I did not have a choice. But because of these lack of choices, I had to build my own career on my own terms. And now at 30, when I pick up a book by Andrew Yang-- Smart People Should Build Things, I feel like by default, I made the right choice- That maybe those who don't excel at high school, and don't get into the top school, have some advantages. To make his argument, Andrew Yang discusses his own trajectory. It started with a successful high school career that led to being accepted to Brown University, and then he went to law school, and then to a traditional NYC firm. He obviously had to work very hard, but as he discusses, he didn't have to think much about his choices. While the traditional path works well for many, others are miserable, and don't know any alternative. Yang writes: "many apply to law school, grad school or even medical school because of a vague notion of status and progress rather than genuine desire or natural fit." If they decide to venture from the traditional path, and fail, instead of trying again, they go back to the default. While there is a surplus of the professional class, there's a huge gap in other sectors that are not being met. But as many successful entrepreneurs know, there are many roadblocks, failures, and learning opportunities that hopefully lead to new problems to solve that find better market fit. Yang writes- Reid Hoffman, the founder of LinkedIn, and others have pointed out, remarkable careers are unlikely to advance in a straightforward, linear fashion. "There's an unwinding road, but those many different experiences lead to a different path. What makes someone take a winding path? There's usually something that makes them different. They don't fit into the normal construct of what society deems successful, and when they are cast aside, they have to figure something else out. It's not a choice, but a survival technique. As Yang points out, the professional class provides an incredibly safe opportunity for the upper middle class to stay up middle class. "What's interesting is that many of the people I meet who are young, highly educated, and from good families are among the most risk averse." These are the people that should be taking the most risk, and leaving opportunities for those who grew up in poverty to fit into those positions. Yang argues that the children of the professional classes should be taking business risks, which will free up more space for a segment of the population to see upward mobility. Our higher education system is supposed to support, for example, a student from a lower income class, and help them get into the middle or wealth class. But only 10% of people born into poverty, get into a higher income class than their parents. If a student who grew up poor, and wants to take a management consulting job after graduating from Harvard, there should be no argument against that. The problem is when the people who need to be taking the risk, to grow the economy, refuse to risk a few years of low salaries, to "build" a business that will create a lot more jobs.
1 of 1 people found the following review helpful. Entrepreneurial option for the country's best and brightest
By Richard Montauk
Many of the country's most talented and (over-)educated head along the same established paths to law school, business school, and medical school, despite the fact that many will end up unhappy with their resulting careers. As the author of two books--How to Get Into the Top Law Schools and How to Get Into the Top MBA Programs--and a related consulting practice that help people do just that, I'm all too aware that many should head in a different direction. Andrew Yang provides a marvelous guide for those seeking something different than the tried and true (and all too boring). Smart People Should Build Things makes clear that an entrepreneurial path is a viable way forward for those with the ideas, verve, and desire to make a difference and have a helluva time in doing so. Although a book of this sort might sound dry, it is anything but. Andrew's tales of his own entrepreneurial efforts (leavened by some fabulous failures along the way) and those of many others make this an engaging, fast read. I highly recommend this for anyone even considering applying to law school or other professional program largely because they can't think of anything else to do or because of pressure from parents and peers. In fact, if you give others this book they're likely to cheer you on in your desire to start a new enterprise or help someone else do so.

Andrew Yang, the founder of Venture for America, offers a unique solution to our country's economic and social problems--our smart people should be building things. Smart People Should Build Things offers a stark picture of the current culture and a revolutionary model that will redirect a generation of ambitious young people to the critical job of innovating and building new businesses. As the Founder and CEO of Venture for America, Andrew Yang places top college graduates in start-ups for two years in emerging U.S. cities to generate job growth and train

the next generation of entrepreneurs. He knows firsthand how our current view of education is broken. Many college graduates aspire to finance, consulting, law school, grad school, or medical school out of a vague desire for additional status and progress rather than from a genuine passion or fit. In *Smart People Should Build Things*, this self-described "recovering lawyer" and entrepreneur weaves together a compelling narrative of success stories (including his own), offering observations about the flow of talent in the United States and explanations of why current trends are leading to economic distress and cultural decline. He also presents recommendations for both policy makers and job seekers to make entrepreneurship more realistic and achievable.

Yang's pitch for entrepreneurship as a viable alternative to more structured careers is enticing. (Publishers Weekly) From the Back Cover We've got a problem—our most talented and educated young people aren't building things. They're not starting or joining innovative companies that are addressing crises in education, energy, or transportation. Meanwhile, in recovering cities such as Detroit, New Orleans, and Baltimore, promising startups and growth companies representing the next generation of job creation are desperate to attract the talent they need to expand and thrive. Imagine if the same people who are currently heading to Wall Street were instead joining startups and early-stage companies throughout the United States. How long would it take before they positively impacted job creation and economic competitiveness? Knowing firsthand why the current vision of education and career paths isn't functioning properly, Andrew Yang has set out to fix this problem. As the founder and CEO of Venture for America, he places top college graduates in startups for two years in emerging U.S. cities to generate job growth and train a new generation of entrepreneurs. In *Smart People Should Build Things*, this self-described "recovering lawyer" and entrepreneur has woven together a compelling narrative of success stories (including his own), offering observations about the flow of talent in the United States, and explaining why current trends are leading to economic distress and cultural decline. He also presents recommendations for both policy makers and job seekers that will make entrepreneurship more realistic and attainable. The country needs teams of committed builders to create value and restore the culture, and *Smart People Should Build Things* is about how we can get there.

About the Author Andrew Yang is the founder and CEO of Venture for America, a national nonprofit that is regarded as one of the country's leading social innovation organizations. He has worked in startups and early-stage growth companies as a founder or executive for more than twelve years, including as the CEO of a national education company that was acquired by Kaplan. Yang was named a Champion of Change by the White House and one of Fast Company's "100 Most Creative People in Business." He lives in New York City.