

THE ENTREPRENEUR'S BOOKSHELF

- [**Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers**](#), by Alexander Osterwalder and Yves Pigneur
- [**Crossing the Chasm**](#), by Geoffrey A. Moore
- [**Get Backed**](#), by Evan Baehr and Evan Loomis
- [**The Lean Entrepreneur**](#), by Brandt Cooper and Patrick Vlaskovits
- [**Made to Stick**](#), by Chip Heath and Dan Heath
- [**The Startup Owner's Manual: The Step-By-Step Guide for Building a Great Company**](#), by Steve Blank and Bob Dorf
- [**Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist**](#), by Brad Feld and Jason Mendelson