

ONLY THE PARANOID SURVIVE

*How to Exploit the Crisis
Points That Challenge
Every Company*

ANDREW S. GROVE

Other books by Andrew S. Grove

High Output Management

One-on-One with Andy Grove

Physics and Technology of Semiconductor Devices

But in capitalist reality, as distinguished from its textbook picture, it is not (price) competition which counts but the competition from the new commodity, the new technology, the source of supply, the new type of organization ... competition which ... strikes not at the margins ... of the existing firms but at their foundations and their very lives.

—Joseph A. Schumpeter,
Capitalism, Socialism and Democracy, 1942

Andrew S. Grove

Only the
How to Exploit the
Paranoid
Crisis Points That Challenge
Survive
Every Company



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[“That Guy Is Always the Last to Know”](#)

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[“What such a transition does to a business is profound, and how the business manages this transition determines its future.”](#)

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Notes