

Peter Thiel

Quotes

*Thinking, People, Technology, Company, Competition, Long, World, Zero,
School, Successful, Growth, Believe, Years, Needs, Google, Important,
Careers, College, May, Opportunity*

Today's 'best practices' lead to dead ends; the best paths are new and untried.

~Peter Thiel

The most contrarian thing of all is not to oppose the crowd but to think for yourself.

~Peter Thiel

I no longer believe that freedom and democracy are compatible.

~Peter Thiel

I do think Bitcoin is the first [encrypted money] that has the potential to do something like change the world.

~Peter Thiel

The most successful businesses have an idea for the future that's very different from the present.

~Peter Thiel

Every business is successful exactly to the extent that it does something others cannot.

~Peter Thiel

In the '30s, the Keynesian stuff worked at least in the sense that you could print money without inflation because there was all this productivity growth happening. That's not going to work today.

~Peter Thiel

Under perfect competition, in the long run no company makes an economic profit.

~Peter Thiel

The most fundamental reason that even businesspeople underestimate the importance of sales is the systematic effort to hide it at every level

of every field in a world secretly driven by it.

~Peter Thiel

Of the six people who started PayPal, four had built bombs in high school.

~Peter Thiel

Monopoly is the condition of every successful business.

~Peter Thiel

The road doesn't have to be infinite after all. Take the hidden paths.

~Peter Thiel

All failed companies are the same: they failed to escape competition.

~Peter Thiel

When you are starting a new business you don't want to go after giant markets. You want to go after small markets and take over those markets quickly.

~Peter Thiel

If you focus on near-term growth above all else, you miss the most important question you should be asking: will this business still be around a decade from now?

~Peter Thiel

There are only two kinds of businesses in this world: Businesses in crazy competition, and businesses that are one of a kind.

~Peter Thiel

If you can identify a delusional popular belief, you can find what lies hidden behind it: the contrarian truth.

~Peter Thiel

Brilliant thinking is rare, but courage is in even shorter supply than genius.

~Peter Thiel

You want to be the last company in a category. Those are the ones that are really valuable.

~Peter Thiel

Moving first is a tactic, not a goal.

~Peter Thiel

Rivalry causes us to overemphasize old opportunities and slavishly copy what has worked in the past.

~Peter Thiel

Never invest in a tech CEO that wears a suit.

~Peter Thiel

We cannot take for granted that the future will be better, and that means we need to work to create it today.

~Peter Thiel

Every time we create something new we go from zero to one.

~Peter Thiel

Darwinism may be a fine theory in other contexts, but in startups, intelligent design works best.

~Peter Thiel

If people were super-optimistic about technology there would be no reason to be pessimistic about the future.

~Peter Thiel

First, only invest in companies that have the potential to return the

value of the entire fund.

~Peter Thiel

Whatever the career, sales ability distinguishes superstars from also-rans.

~Peter Thiel

Most people are average. Founders are not. Founders' traits seem to have an inverse normal distribution to them.

~Peter Thiel

Beginning with brand rather than substance is dangerous.

~Peter Thiel

We wanted flying cars, instead we got 140 characters.

~Peter Thiel

All Rhodes Scholars had a great future in their past.

~Peter Thiel

What valuable company is nobody building?

~Peter Thiel

Secrets are hard but solvable problems and we should talk about them. It's hard to work toward a radically better future if you don't believe in secrets.

~Peter Thiel

Competition is overrated. In practice it is quite destructive and should be avoided wherever possible. Much better than fighting for scraps in existing markets is to create and own new ones.

~Peter Thiel

Higher education holds itself out as a kind of universal church, outside

of which there is no salvation.

~Peter Thiel

I'm skeptical of a lot of what falls under the rubric of education....
People are on these tracks. They are getting these credentials and it's very unclear how viable they are in many cases.

~Peter Thiel

We might describe our world as having retail sanity, but wholesale madness.

~Peter Thiel

There are many more secrets in the world that are waiting to be found. The question of how many secrets exist in our world is roughly equivalent to how many startups people should start.

~Peter Thiel

The something of somewhere is mostly just the nothing of nowhere.

~Peter Thiel

In a world where wealth is growing, you can get away with printing money. Doubling the debt over the next 20 years is not a problem.

~Peter Thiel

By the time a student gets to college, he's spent a decade curating a bewilderingly diverse résumé to prepare for a completely unknowable future. Come what may, he's ready-for nothing in particular.

~Peter Thiel

All happy companies are different: each one earns a monopoly by solving a unique problem. All failed companies are the same: they failed to escape competition.

~Peter Thiel

The biggest secret in venture capital is that the best investment in a successful fund equals or outperforms the entire rest of the fund combined.

~Peter Thiel

Long-term planning is often undervalued by our indefinite short-term world.

~Peter Thiel

Forget startup companies. The next frontier is startup countries.

~Peter Thiel

The value of failure is greatly over-rated. It's a preposterous myth.

~Peter Thiel

Probably the most extreme form of inequality is between people who are alive and people who are dead.

~Peter Thiel

If you think your initial market might be too big, it almost certainly is.

~Peter Thiel

A true bubble is when something is overvalued and intensely believed.

~Peter Thiel

Anti-aging is an extremely under-explored field.

~Peter Thiel

What important truth do very few people agree with you on?

~Peter Thiel

Recruiting is a core competency for any company. It should never be outsourced.

~Peter Thiel

Luck is like an atheistic word for God.

~Peter Thiel

I believe we are in a world where innovation in stuff was outlawed. It was basically outlawed in the last 40 years - part of it was environmentalism, part of it was risk aversion.

~Peter Thiel

A lot of the key to Apple's success is Designing technology in order to hide it.

~Peter Thiel

We need more pessimism that the future might be a lot worse, and we need more optimism that the future might be better.

~Peter Thiel

If you think about basic science or coming up with new theories of mathematics, these are not the kinds of things which are necessarily a well-defined market to pay people.

~Peter Thiel

The lowest-hanging fruit in preventative medicine is just to really focus on nutrition.

~Peter Thiel

Anyone who prefers owning part of your company to being paid in cash reveals a preference for the long term and a commitment to increasing your company's value in the future.

~Peter Thiel

As you craft a plan to expand to adjacent markets, don't disrupt: Avoid competition as much as possible.

~Peter Thiel

In a world of scarce resources, globalization without new technology is unsustainable.

~Peter Thiel

Education needs to be rethought. Education does not just happen in college, but it also happens in developing skills which will enable people to contribute to our society as a whole.

~Peter Thiel

If the slogan for Google is 'Don't be evil', then the slogan for Uber is 'Do a little bit of evil & don't get caught.'

~Peter Thiel

My own answer to the contrarian question is that most people think the future of the world will be defined by globalization, but the truth is that technology matters more.

~Peter Thiel

I think in my twenties I tended to think of all people as sort of more or less alike. In now think that people are really different in all these subtle ways that are very important.

~Peter Thiel

In the developed world, technological progress means that you can have a situation where there's growth, where there's a way in which everybody can be better off over time.

~Peter Thiel

What nerds miss is that it takes hard work to make sales look easy.

~Peter Thiel

Technology is probably the single biggest driver of productivity gains for the developed countries. For example, I think it's much more important than free trade.

~Peter Thiel

In the U.S., we fundamentally need to do new things, which I think is harder for the government to do. And moreover, it is not something our government actually is inclined to particularly do.

~Peter Thiel

The idea of becoming an entrepreneur is something that is not taught very well in school and is something that people should try to do earlier on.

~Peter Thiel

If they don't go to law school, bright college graduates head to Wall Street precisely because they have no real plan for their careers.

~Peter Thiel

No company has a culture; every company is a culture.

~Peter Thiel

Technology and capitalism are very much linked. I think that capitalism probably works best in a technologically progressing society.

~Peter Thiel

Society is secretly driven by sales

~Peter Thiel

Google makes so much money that it's now worth three times more than every U.S. airline combined.

~Peter Thiel

A company does better the less it pays the CEO.

~Peter Thiel

Great tech opportunities happen only once.

~Peter Thiel

As an investor-entrepreneur, I've always tried to be contrarian, to go against the crowd, to identify opportunities in places where people are not looking.

~Peter Thiel

It's a horribly mismanaged company-probably a lot of pot smoking going on there.

~Peter Thiel

Big part of the challenge to innovation is that people too easily resign themselves to dying.

~Peter Thiel

I do tend to think that things that have incredibly long time horizons often do involve market failures.

~Peter Thiel

Our economy is broken. I'm not a politician, but neither is Donald Trump. He is a builder, and it's time to rebuild America.

~Peter Thiel

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