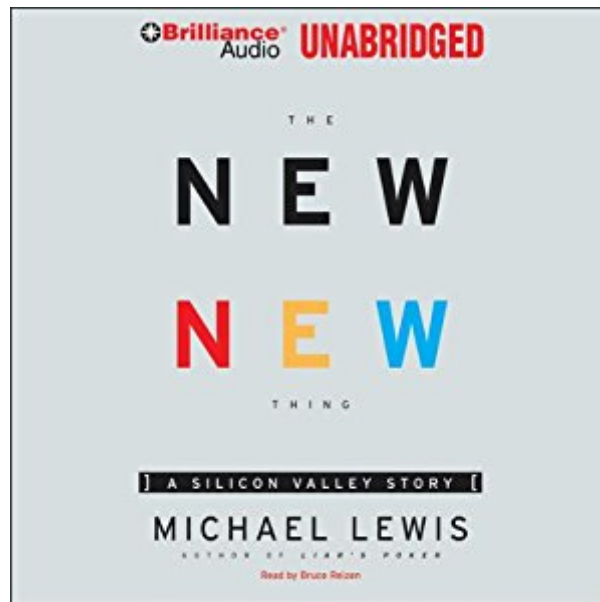


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# The New New Thing: A Silicon Valley Story



## Synopsis

In the weird glow of the dying millennium, Michael Lewis sets out on a safari through Silicon Valley to find the world's most important technology entrepreneur, the man who embodies the spirit of the coming age. He finds him in Jim Clark, who is about to create his third, separate, billion-dollar company: first Silicon Graphics, then Netscape - which launched the Information Age - and now Healtheon, a startup that may turn the \$1 trillion healthcare industry on its head. Despite the variety of his achievements, Clark thinks of himself mainly as the creator of Hyperion, which happens to be a sailboat - not just an ordinary yacht, but the world's largest single-mast vessel, a machine more complex than a 747. Clark claims he will be able to sail it via computer from his desk in San Francisco, and the new code may contain the seeds of his next billion-dollar coup. On the wings of Lewis' celebrated storytelling, the listener takes the ride of a lifetime through this strange landscape of geeks and billionaires. We get the inside story of the battle between Netscape and Microsoft; we sit in the room as Clark tries to persuade the investment bankers that Healtheon IS the new Microsoft; we get queasy as Clark pits his boat against the rage of the North Atlantic in winter. And in every brilliant anecdote and character sketch, Lewis is drawing us a map of markets and free enterprise in the twenty-first century. --This text refers to an out of print or unavailable edition of this title.

## Book Information

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## Customer Reviews

I bought this book at an airport I was passing through en route to someplace else. I knew Michael

Lewis as an author, having read Liar's Poker, so I knew I would find his style appealing. I had no idea about Jim Clark at all. To my utter surprise, the book was not only entertaining, but it brought to my attention some facts about the world that I live in that I had never fully realised: 1) You can choose to be a down and out misfit on the road to nowhere, or you can choose to show 'em all and make something of your life 2) Having decided to do something, there is no actual limit to how big you can think 3) An individual can actually swing the entire economy and all of its big established companies around to a different agenda and different competitive landscape 4) If you are blessed/cursed with the kind of mind that loves to dwell in "pure possibility", is never satisfied with the way things are and can always see how they could be, do what Jim Clark does - get on with changing the world! Actions speak louder than words. 5) Engineers have finally realised that they should be more fairly compensated, relative to the amount of value they create in the economy. The consequence of this is that financiers, who really don't understand what or how an engineer does what he does, must now compete to get a piece of the action. A financier, even if he has infinite money, cannot personally create anything of tangible value with his financial skills. Contrast this to what an engineer with good skills can create and you realise that what really counts is the creation of tangible things that make the human condition somehow better.

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