



Direct from Dell: Strategies That Revolutionized an Industry

Dell, Michael

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Direct From Dell Strategies That Revolutionized An Industry

Michael Dell



Direct From Dell Strategies That Revolutionized An Industry:

Direct From Dell Michael Dell, Catherine Fredman, 2010-09-21 At nineteen Michael Dell started his company as a freshman at the University of Texas with 1 000 and has since built an industry powerhouse As Dell journeys through his childhood adventures ups and downs and mistakes made along the way he reflects on invaluable lessons learned Michael Dell s revolutionary insight has allowed him to persevere against all odds and Direct from Dell contains valuable information for any business leader His strategies will show you effective ways to grow your business and will help you save time on costly mistakes by following his direct model for success *Direct from Dell* ,2010 **Summary: Direct from Dell**

BusinessNews Publishing, 2013-02-15 The must read summary of Michael Dell and Catherine Fredman s book Direct from Dell Strategies That Revolutionized an Industry This complete summary of the ideas from Michael Dell and Catherine Fredman s book Direct from Dell tells the story of how Dell grew from a start up company in 1984 to become the second largest manufacturer and marketer of computers in the world In their book the authors explain how Dell s success is due to its ability to approach things differently from everyone else in the same industry By reading this summary you can learn from one of the world s biggest companies and adapt their strategies to ensure the success of your own business Added value of this summary Save time Understand key principles Expand your knowledge To learn more read Direct from Dell and find out about the secrets behind the success of one of the world s biggest computer manufacturers *Direct from Dell* Michael Dell, Catherine Freedman, 1999-11-01 In 1983 Michael Dell a freshman at the University of Texas at Austin drove away from his parents Houston home in a BMW he d bought selling subscriptions to his hometown newspaper In the backseat were three personal computers Today he is the chairman and CEO of Dell Computer Corporation a 30 billion company and the second largest manufacturer and marketer of computers in the world Founded on a deceptively simple premise to deliver high performance computer systems directly to the end user Dell Computer is the envy of its competition It has consistently grown at two to three times the industry rate its stock went up more than 90 000 percent in the last decade and Dell is now selling more than 35 million worth of systems per day over In Direct from Dell you will learn why it s better for any business starting out to have too little capital rather than too much why your people pose a greater threat to the health of your business than your competition how you can exploit your competition s weakness by exposing its greatest strength how intergrating your business virtually can make the difference between being quick and being dead and much more

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to reveal the specific management skills they used to reach the top For every line of work or personal goal effectively applying these management skills will lead to ultimate success All the people in this remarkably diverse group figured out what they needed to know to manage their rise to the top and executed it with superb skill What Makes Great Leaders Great includes Bill Gates on harnessing the power of a business mission Nicolaus Copernicus on questioning every assumption Phil Knight on fine tuning the right strategy Michael Dell on making the customer your number one priority Michelangelo on focusing on a single objective Joseph Schumpeter on practicing creative destruction Roger Federer on self motivation Hippocrates on behaving responsibly Steve Jobs on implementing ideas Ray Kroc on envisioning the future Gen George Patton on clearly defining assignments Warren Buffett on demanding effective management Stephen Hawking on making the best use of your time Pablo Picasso on fostering life long creativity Muhammad Yunus on looking beyond your own interests Learn from the best in the business and history how to leverage your skills knowledge and talent to reach levels of success you never dreamed possible

Corporate Entrepreneurship and Innovation Paul Burns,2020-02-15 Written by a highly regarded expert on entrepreneurship this bestselling textbook provides an engaging and comprehensive overview of corporate entrepreneurship Now in its fourth edition and fully revised throughout this accessible text is structured in four key parts that cover everything a student needs to know about the topic After an initial consideration of what constitutes corporate entrepreneurship and innovation the author then guides students through the four pillars of entrepreneurial architecture culture structure leadership and strategy The third section focusses on the entrepreneurial mind set including how to encourage creativity business ideas and developing concepts Finally the book draws attention to corporate venturing examining venture teams intrapreneurs market development and the role of shareholder value It is no longer sufficient for businesses to grow simply by cutting costs and taking over competitors To achieve true success organisations must avoid an ageing product or service portfolio to bring new innovative ideas to market Corporate entrepreneurship is inherently risky and therefore requires a fresh approach to strategy The approach Paul Burns offers will successfully overcome barriers to launching new ideas internal challenges of managing creativity and show how to foster an entrepreneurial culture This is the go to textbook for all students studying Corporate Entrepreneurship Intrapreneurship or Corporate Venturing at undergraduate postgraduate or MBA level The book is also essential reading for courses on Strategic Entrepreneurship and Innovation New to this Edition Fully revised and updated content throughout with new four part structure Brand new case studies in every chapter featuring some of the world s highest profile companies from across the globe A greater focus on innovation including a new chapter on this topic at the start of the book New chapters on Developing a Business Model Managing Change and Managing Risk New on page glossary with key terms highlighted in the text and defined in the margins New Activities and Group Discussion topics at the end of each chapter *Britannica Book of the Year ,2006*

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