

# **Direct From Dell Michael**

David M. Kroenke

#### **Direct From Dell Michael:**

Direct from Dell Michael Dell, Catherine Fredman, 2000-04-01 Michael Dell founder of Dell Computer and one of the world s top businessmen explains how to foster and maintain a competitive edge drawing lessons from his own formidable success At the age of twelve Michael Dell earned 2 000 selling stamps and by the age of eighteen he was selling customized PCs from his room He went on to found one of the most successful computer businesses in the world redefining the industry Direct from Dell teaches you how to get on to the front of the pack and stay there The pioneer shares his ideas on Why initially it s better to have too little capital rather than too much How studying customers not competition will give you a greater competitive edge Why your people pose a greater threat to your business than the competition How to exploit the competition's weakness by exposing it's greatest strength How integrating vertically can make the difference between survival and collapse Revealing nothing less than a new model for business in the information age Direct from Dell is both a success story and a manifesto for revolutionizing any industry 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 **Entrepreneurial Genius** Gene N. Landrum, 2003-09 Professor Landrum begins with biographical overviews of a dozen of the most interesting and powerful entrepreneurs of recent vintage He identifies their unique eccentricities and then shows the personality traits that they all have in common These are the attributes that constitute the genius of the great entrepreneur To enable you to compare your personality attributes with those of the great entrepreneurs who have achieved billionaire status Professor Landrum has included in this book a self assessment exercise Book jacket **Direct from Dell** Lagang, 2023-11-16 Dell The Entrepreneurial Odyssey is a captivating fictional narrative inspired by the remarkable journey of Michael Dell and the evolution of Dell Inc This imaginative tale traces the company s trajectory from a university dorm room to global prominence navigating pivotal eras of technology resilience and ethical entrepreneurship Readers will be immersed in a story that weaves innovation sustainability and a commitment to positive global impact inviting them to explore the dynamic landscape of technology and the enduring spirit of entrepreneurship Join us on a journey that transcends business to envision a future where Dell's legacy continues to shape the world of tomorrow Official Summary of Security Transactions and Holdings

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