

Direct from

DELL

**Strategies
That
Revolutionized
an Industry**

A photograph of Michael Dell, Chairman and CEO of Dell Computer Corporation. He is a man with dark hair, wearing a blue dress shirt and a patterned tie. He is leaning forward with his arms crossed, resting his hands on a dark surface. He is wearing a watch on his left wrist and a ring on his right hand. The background is a solid blue color.

MICHAEL DELL

**Chairman and CEO, Dell Computer Corporation
with Catherine Fredman**

Direct From Dell Michael

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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 its 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 *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 **Transforming Your Go-to-market Strategy** V. Kasturi Rangan, 2006 A fresh approach to designing and managing channels for the long term this book helps firms expand value for their customers and partners while buttressing their own bottom line Jacket **Official Summary of Security Transactions and Holdings** United States. Securities and Exchange Commission, 2000 *Official Summary of Security Transactions and Holdings Reported to the Securities and Exchange Commission Under the Securities Exchange Act of 1934 and the Public Utility Holding Company Act of 1935*, 2000 **Gurus on E-business** John Middleton, 2006 Evaluates thought leaders in e-commerce This book explores the impact and significance of e-business as illustrated by the work and thinking of a number of key players in the field Its aim is to be a guide for business people who are looking to make optimal and profitable use of e-business as well as to students **Official Summary of Security Transactions and Holdings Reported to the Securities and Exchange Commission Under the Securities Exchange Act of 1934 and the Public Utility Holding Company Act of 1935** United States. Securities and Exchange Commission, 1998 **Marketing** Gary Armstrong, 2009 Our goal with the first European edition of Marketing an introduction has been to retain the great strengths of the US original Preface **IT Consultant Diploma - City of London College of Economics - 12 months - 100% online / self-paced** City of London College of Economics, Overview This course deals with everything you need to know to become a successful IT Consultant Content Business Process Management Human Resource Management IT Manager's Handbook Principles of

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