# Direct from Dell: Strategies That Revolutionized an Industry

Dell, Michael

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# <u>Direct From Dell Strategies That Revolutionized An</u> <u>Industry</u>

**Richard Seltzer** 

## **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 guick and being dead and much more Business Leaders & Success, 2004 founder of Wrigley Co Nancy Brinker organizer Billiam Boeing aviation pioneer Michael Barrington founder of AmeriCredit Jen Hsun Huang of Nvidia Daisy Braxton entrepreneur Charles Mathewson chairman of International Game Technology MIchael Birch chief executive officer of Tellabs Konosuke Matsushita founder of Matsushita Electric Industrial Co John H Johnson founder of Johnson Publishing Arthur Blank and Bernie Marcus of Home Depot Scott Kriens chief executive officer of Juniper Networks Ann Fudge of Kraft Foods Robert Woodruff of Coca Cola Michael Dell founder of Dell

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## Direct From Dell Strategies That Revolutionized An Industry Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "Direct From Dell Strategies That Revolutionized An Industry," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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