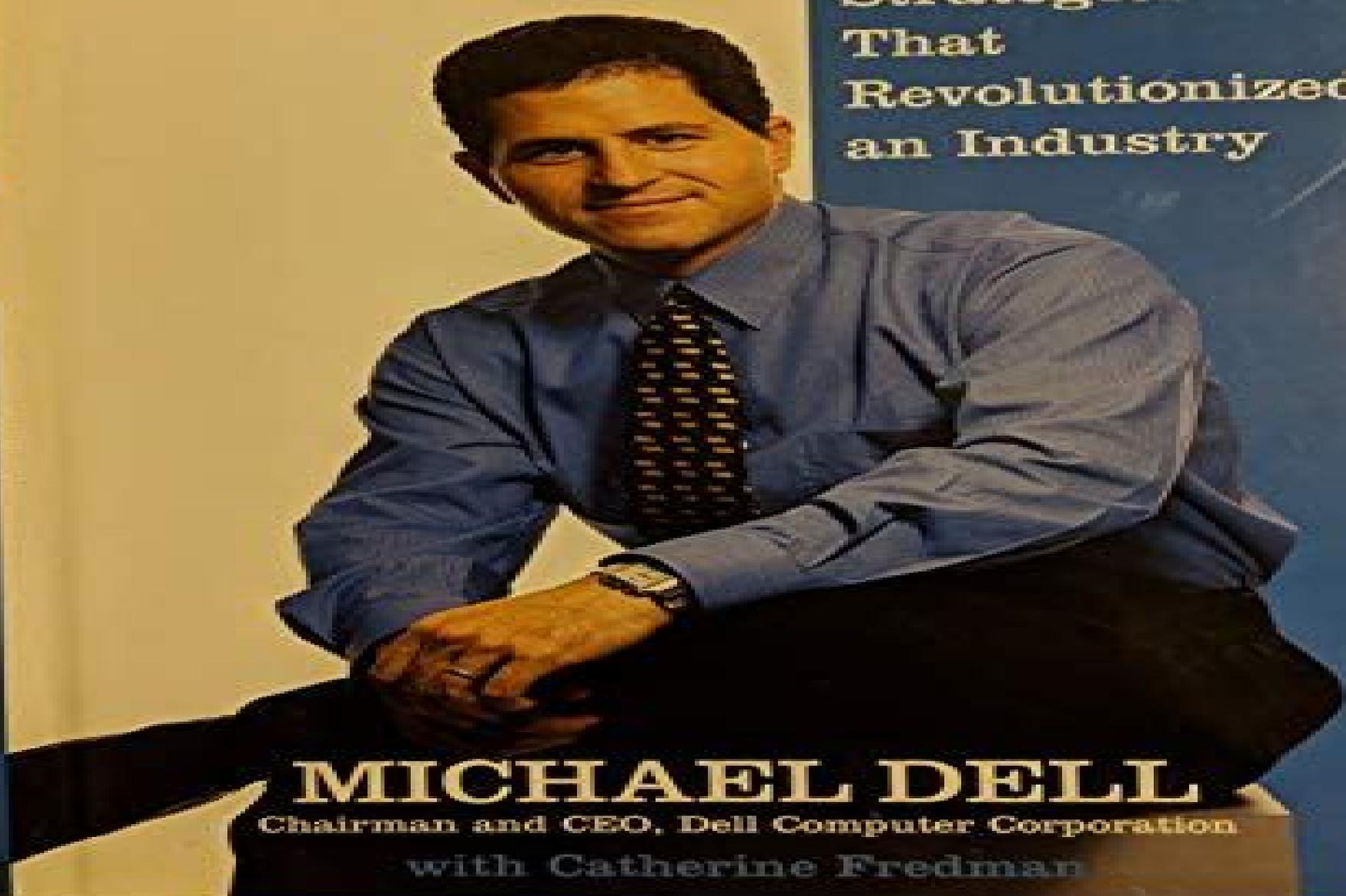


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DELL

Strategies
That
Revolutionized
an Industry

A photograph of Michael Dell, the Chairman and CEO of Dell Computer Corporation. He is a man with dark hair, wearing a blue dress shirt, a dark patterned tie, and a watch on his left wrist. He is sitting on a dark surface, leaning forward with his hands clasped in front of him, looking towards the camera with a slight smile. The background is a plain, light-colored wall.

MICHAEL DELL

Chairman and CEO, Dell Computer Corporation

with Catherine Fredman

Direct From Dell Michael

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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 *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** 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 **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 **Business the Dell Way** Rebecca Saunders, 2000 Dell is the most successful

computer company in the world leading the way in growth and profitability Founded in 1984 by Michael Dell the company dominates the direct selling of business and personal computers Dell builds computers to order at prices retailers can rarely match In Business the Dell Way Rebecca Saunders examines this remarkable success story and draws out the universal lesson any business can learn Dell began with a brilliant business model creating mass customized computers and selling them direct to consumers But this was not enough The model has been supported by management excellence the relentless pursuit of improvement and a constant flow of ideas and input from customers In recent years Dell has maintained its market leading position by positioning itself at the heart of the internet revolution Business the Dell Way reveals how any manager entrepreneur or investor can learn from the Dell story It is at once an inspiring story of success and an invaluable source of lessons for the next generation of winners

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 **Official Summary of Security Transactions and Holdings** United States. Securities and Exchange Commission, 1997 *Business Leaders* Lauri S. Friedman, Lauri S. Scherer, 2007 Even as a child Michael Dell's mind was occupied by two things computers and making money as quickly and directly as possible By the time he graduated from high school he was making as much money as his teachers through various entrepreneurial ventures and rebuilding and improving PCs His parents demanded that Michael go to college Michael tried to appease his parents but he couldn't stop thinking about computers Soon he dropped out of college and started his own computer company building affordable machines and selling them to consumers directly over the phone Almost immediately he was a success and Michael's company eventually renamed Dell Inc experienced unprecedented growth making Michael Dell a rich man and revolutionizing the computer industry Dell Inc has continued to grow expanding its production to include laptop computers and various computer accessories expanding internationally as well Michael Dell has established himself as one of America's youngest and brightest entrepreneurs Book jacket [The Best Business Books Ever](#) Basic Books, 2011-04-05 Every manager could benefit from a solid grounding in the history and evolution of business thinking The Best Business Books Ever is a uniquely organized guide and an illuminating collection of key ideas from the 130 most influential business books of all time It places both historical and contemporary works in context and draws fascinating parallels and points of connection Now fully revised and more than 30 percent bigger this one book highlights the information you need to know and why it's important to know it and does it all in a succinct time saving fashion Business moves faster than ever these days For the businessperson who has a growing list of tomes that they can never quite seem to get to The Best Business Books Ever is a must have **How Dell Does it** Steven Holzner, 2006 Revealing the 12 key management principles behind Dell's unprecedented business success Holzner delineates Dell's incredible successes and the lessons learned on the way to becoming 1 on Fortune's Most Admired list and shows how to apply these successes to any businesses [Discovering](#)

Computers 2002 Gary B. Shelly, 2001 The Shelly Cashman Series presents a completely revised and updated edition to the best selling Discovering Computers book to make learning about computers interesting and interactive Discovering Computers 2002 Concepts for a Digital World is fully integrated with the World Wide Web as a means of offering additional content unmatched currency learning games and more Discovering Computers 2002 is available in three versions to provide the right depth of coverage for every class Unparalleled online content extensive end of chapter exercises and comprehensive instructor s resources give you all the tools you need to present an outstanding concepts course Outlook, 2003 **Hoover's Handbook of American Business** Hoovers Inc, 2007-12 **Business Week**, 2007 Marketing Gary M. Armstrong, Philip Kotler, 2009 For undergraduate courses in Principles of Marketing This best selling brief introduction to marketing teaches students marketing using a customer value framework Marketing Planning & Strategy Subhash C. Jain, 2000 Uses a variety of analytical frameworks to demonstrate how companies formulate and implement strategy Explores marketing strategy from the viewpoint of the business unit and clearly distinguishes marketing strategy from marketing management Includes 29 real life cases with questions plus chapter summaries and discussion questions This sixth edition adds material on the global market emphasizes the role of the Internet and brings an international focus Eighteen cases are new Case Studies on Competitive Strategies Sumit Kumar Chaudhuri, 2006 This book highlights the various strategies adopted by different companies to successfully maintain an edge over their competitors by achieving high profit and growth rate or a wider market share A few examples of competitive strategies that are commonly **Dell Business Case Study** Nihat Canak, 2006-11-28 Research Paper undergraduate from the year 2006 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 Western Carolina University course Marketing Management Mature Consumers language English abstract Michael Dell founded Dell Computer in 1984 At the time he was only 19 years old and in his first year of studies at the University of Texas in Austin Michael Dell had a simple but powerful vision that personal computers could be built to order and sold directly to customers This followed from his belief that the PC made up of little more than software from Microsoft and chips from Intel was rapidly becoming a commodity product Dell s new approach to the PC business had two advantages 1 bypassing distributors and retail dealers reduced marketing and sales costs by eliminating the markups of resellers and 2 building to order greatly reduced the costs and risks associated with carrying large volumes of both and finished goods Michael Dell started his company with only US 1 000 of capital Dell Computer experienced its share of difficulties in the first few years to the point where some family members and friends wondered whether it had been wise for Michael to drop out of university Several times it had to refine its strategy even as it was implementing it The company started off by using the direct sales model for upgraded versions of IBM compatible PCs However within a year it was selling its own brands of PCs Most of Dell s customers in the 1980s were hobbyists and experienced PC consumers Not surprisingly Dell Computer was an early and enthusiastic convert to the Internet It gained a first mover advantage by setting up its first

Web site in 1994 a year in which its total revenues were US 3.5 billion. By 1998 its Internet sales accounted for more than half of the firm's total revenues which by then had surged to more than US 20 billion. At that point Michael Dell had joined Bill Gates of Microsoft and Larry Ellison of Oracle among those who had become high technology billionaires after dropping out of university. Michael Dell believes that his biggest challenge now is to have his company's direct business model as widely accepted outside the United States as it is across Dell's home market. He sees a need for aggressive marketing activities to develop customer trust and some modification of the basic model to account for institutional weaknesses and cultural differences in places like China and India. Michael Dell does not seem to be particularly concerned about the efforts of competitors to duplicate his build-to-order business model. **Britannica Book of the Year**, 2006 **Fortune**, 2004

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