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# Direct From Dell Strategies That Revolutionized An Industry

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Books That Made A Major Difference In My Life - Direct From Dell Direct From Dell by Michael Dell: 10 Minute Summary 25 Books To Help Your Business Grow - # 20 Direct From Dell by Michael Dell and Catherine Fredman 10 Invaluable Lessons from Direct From Dell: Strategies that Revolutionized an Industry Direct from Dell - A Book Review With Ms. Namrata Singh Direct from Dell 2018 Michael Dell ON: Dreaming Bigger Than Your Goals \u0026amp; How to Play Nice But Win A Dell Marketing Plan that Deals with Dell Direct Dell Enterprise Strategy Review Dell's new strategy Making dreams come true: Michael Dell's success story Michael Dell: The Father of the PC Industry Dell Supply chain strategy | Direct sales Model | Supply chain Case study | Make to order | SCM Michael Dell Urges Graduates Not Just to Succeed But to Serve Goldilocks doesn't need your story points. or your t-shirts | Ben Murray | LeadDev Berlin 2023 Dell's Supply Chain The Dell Success Story-Michael Dell Speech 6 Verbal Tricks To Calmly Dismantle An Aggressive Person Episode 4: Efficient shared storage: No ifs. No buts. No compromise. No risk Dell Introduction and Strategy Overview with Gavin Cato Dell Direct Model The Art of Stress-Free Productivity: David Allen at TEDxClaremontColleges SELL ME THIS PEN! (#1 BEST ANSWER to this TOUGH Interview Question!) \*\*\* SCRIPT INCLUDED! \*\*\* Michael Dell's journey to building billion-dollar tech company detailed in new book Success Story of Michael Dell ( Founder of DELL TECHNOLOGIES) Dell Direct Model - 20 years latter A new channel strategy for Dell I Will Always Be Me - The Book That Banks Your Voice How DELL KILLED the IBM MONOPOLY? : Dell vs IBM Case Study Douglas Macgregor : Surrendered This Morning! Blown To Bits: How The New Economics Of Information Transforms Strategy Your Brain at Work Direct From Dell Breakpoint: Why the Web will Implode, Search will be Obsolete, and Everything Else you Need to Know about Technology is in Your Brain How To Win Friends And Influence People Why Business Models Matter Command Of The Air 50 Success Classics Surviving Supply Chain Integration Execution Good Strategy Bad Strategy Information Rules HBR's 10 Must Reads on Strategy (including featured article "What Is Strategy?" by Michael E. Porter) Direct from Dell

The Dell Company - A Strategic Analysis  
Dell Business Case Study  
Beautiful Trouble  
Strategy Creation and Change - Dell Corporation  
The HP Way  
Business @ the Speed of Thought  
Get Rich with Options  
Play Nice But Win

**Direct From Dell  
Strategies That  
Revolutionized An  
Industry**

**OMB No.  
4653739865184 edited  
by**

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## **RHYS LANG**

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*Blown To Bits: How The New Economics  
Of Information Transforms Strategy* St.  
Martin's Press

"On a handshake, I've trusted Donald Dell with my life." -Arthur Ashe, U.S. Open champion  
Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others. Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, "We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer." On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first. Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just

trying to sell your old car, Dell's wisdom will help you get every possible advantage.

## **YOUR BRAIN AT WORK**

GRIN Verlag

Research Paper (postgraduate) from the year 2010 in the subject Business economics - Business Management, Corporate Governance, grade: 5/5, Chalmers University of Technology Foundation Göteborg, language: English, abstract: This research project is based on a study made on Dell Computer Corporation. The task given is to assume the role of advisors to the CEO. The first step to take is to analyze the market situation for the company and also investigate the competition. Afterwards in order to understand the organizational characteristics and capabilities SWOT and TOWS analysis are implemented. Based on the above tools the key problem area which Dell Inc is facing is recognized. Mostly based on TOWS analysis the possible strategic alternatives are connected to the problem areas. Furthermore with using company's vision, mission and tools such as Scenario planning and Ranking options the highest priority strategy is chosen.

**Direct From Dell** Direct From Dell 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

### **BREAKPOINT: WHY THE WEB WILL IMplode, SEARCH WILL BE OBSOLETE, AND EVERYTHING ELSE YOU NEED TO KNOW ABOUT TECHNOLOGY IS IN YOUR BRAIN**

Turtleback

What can the human brain and its relationship to the internet tell us about our society, our technologies, and our businesses? A lot, as it turns out. The internet today is a virtual replica of the brain, and the networks that leverage it grow and collapse in ways that are easily predictable if you understand the brain and other biological networks. We're living in the midst of a networking revolution. All of the major technology

innovations of the 21st century - social networking, cloud computing, search engines, and crowdsourcing, to name a few - leverage the internet and are thus bound by the rules of networks. We've seen the exponential growth of these technologies, and they've led to a more efficient and tightly connected world. But what many people don't realize is that all networks eventually reach a breakpoint and collapse. This happens in the brain, it happens in nature, it happened to MySpace, and it will happen to Facebook and Google. It is critical to understand where the breakpoint is in the networks you use in order to achieve optimum success. Navigating the world of new technologies today can be like walking through a minefield unless you know the path. Imagine what you could do with a roadmap for where things are headed? In this fascinating look at the future of business and technology, neuroscientist and entrepreneur Jeff Stibel shows how the brain can act as a guide to understanding the future of the internet and the constellation of businesses and technologies that run on it. He'll show how leaders like Marissa Mayer are using artificial intelligence to literally remake Yahoo! and how startups like oDesk and Kickstarter are using crowdsourcing, the next wave of revolutionary technology, to create something much larger and "smarter" than the sum of their parts. Stibel offers a fresh perspective about the future of business and technology in a candid and engaging manner.

### **HOW TO WIN FRIENDS AND INFLUENCE PEOPLE**

Currency

Corn: Chemistry and Technology, Third Edition, provides a broad perspective on corn from expert agronomists, food scientists and geneticists. This

encyclopedic storehouse of comprehensive information on all aspects of the world's largest crop (in metric tons) includes extensive coverage of recent development in genetic modification for the generation of new hybrids and genotypes. New chapters highlight the importance of corn as a raw material for the production of fuel bioethanol and the emerging topic of phytochemicals or nutraceutical compounds associated to different types of corns and their effect on human health, especially in the prevention of chronic diseases and cancer. Written by international experts on corn, and edited by a highly respected academics, this new edition will remain the industry standard on the topic. Presents new chapters that deal with specialty corns, the production of first generation bioethanol, and the important relationship of corn phytochemicals or nutraceuticals with human health Provides contributions from a new editor and a number of new contributors who bring a fresh take on this highly successful volume Includes vastly increased content relating to recent developments in genetic modification for the generation of new hybrids and genotypes Contains encyclopedic coverage of grain chemistry and nutritional quality of this extensively farmed product Covers the production and handling of corn, with both food and non-food applications

*Why Business Models Matter* Currency

"How to Win Friends and Influence People" is one of the first best-selling self-help books ever published. It can enable you to make friends quickly and easily, help you to win people to your way of thinking, increase your influence, your prestige, your ability to get things done, as well as enable you to win new

clients, new customers. Twelve Things This Book Will Do For You:

- Get you out of a mental rut, give you new thoughts, new visions, new ambitions.
- Enable you to make friends quickly and easily.
- Increase your popularity.
- Help you to win people to your way of thinking.
- Increase your influence, your prestige, your ability to get things done.
- Enable you to win new clients, new customers.
- Increase your earning power.
- Make you a better salesman, a better executive.
- Help you to handle complaints, avoid arguments, keep your human contacts smooth and pleasant.
- Make you a better speaker, a more entertaining conversationalist.
- Make the principles of psychology easy for you to apply in your daily contacts.
- Help you to arouse enthusiasm among your associates.

Dale Carnegie (1888-1955) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills. Born into poverty on a farm in Missouri, he was the author of *How to Win Friends and Influence People* (1936), a massive bestseller that remains popular today.

Command Of The Air Pickle Partners Publishing

A detailed guide to successfully trading stock and commodity options After numerous years as an options market-maker in the trenches of the New York Mercantile Exchange, few analysts know how to make money trading options like author Lee Lowell. Now, in the Second Edition of *Get Rich with Options*, Lowell returns to show you exactly what works and what doesn't. Filled with in-depth

insight and expert advice, this reliable resource provides you with the knowledge and strategies needed to achieve optimal results within the options market. It quickly covers the basics before moving on to the four options trading strategies that have helped Lowell profit in this arena time and again: buying deep-in-the-money call options, selling naked put options, selling option credit spreads, and selling covered calls. Breaks down four of the best options trading strategies currently available Explains how to set up a home-based business with the best options trading software, tools, and Web sites Contains detailed discussions of how options can be used as a hedging or speculating instrument With this book as your guide, you'll quickly see options in a whole new light and learn how to become part of a small group of investors who consistently win.

*50 Success Classics* Hachette UK

Research Paper (postgraduate) from the year 2008 in the subject Business economics - Business Management, Corporate Governance, grade: A, St. Mary's University San Antonio, Texas, language: English, abstract: Dell was founded in 1984 by Michael Dell on a simple concept: by selling computer systems directly to customers. Its corporate headquarters are located in Round Rock, Texas, and it conduct operations worldwide through subsidiaries. The company's core business strategy is built around its direct customer model and highly efficient manufacturing and logistics. Nowadays they are expanding that core strategy by adding new distribution channels to reach even more commercial customers and individual consumers not only in the USA but around the world. Recently, company

also has begun to pursue a targeted acquisition strategy designed to augment select areas of its business with more products, services, and technology. Dell's goal today is to provide the best possible customer experience by offering superior value; high-quality, relevant technology; customized systems and services; superior service and support; and differentiated products and services that are easy to buy and use [1]. But what pursued Dell to change its strategy and to reevaluate its direct model?

*Surviving Supply Chain Integration*  
Harper Collins

Discover the all-time classic books that have helped millions of people achieve success in their work and personal lives.

**Execution** Academic Press

True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

*Good Strategy Bad Strategy* Grand

### Central Publishing

In the pantheon of air power spokesmen, Giulio Douhet holds center stage. His writings, more often cited than perhaps actually read, appear as excerpts and aphorisms in the writings of numerous other air power spokesmen, advocates and critics. Though a highly controversial figure, the very controversy that surrounds him offers to us a testimonial of the value and depth of his work, and the need for airmen today to become familiar with his thought. The progressive development of air power to the point where, today, it is more correct to refer to aerospace power has not outdated the notions of Douhet in the slightest. In fact, in many ways, the kinds of technological capabilities that we enjoy as a global air power provider attest to the breadth of his vision. Douhet, together with Hugh "Boom" Trenchard of Great Britain and William "Billy" Mitchell of the United States, is justly recognized as one of the three great spokesmen of the early air power era. This reprint is offered in the spirit of continuing the dialogue that Douhet himself so perceptively began with the first edition of this book, published in 1921. Readers may well find much that they disagree with in this book, but also much that is of enduring value. The vital necessity of Douhet's central vision—that command of the air is all important in modern warfare—has been proven throughout the history of wars in this century, from the fighting over the Somme to the air war over Kuwait and Iraq.

### **Information Rules** Harper Collins

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.

### **HBR's 10 Must Reads on Strategy (Including Featured Article "What Is Strategy?" by Michael E. Porter)**

#### HarperBusiness

In 1983, Michael S. Dell, then an incoming freshman at the University of Texas at Austin, drove away from his parents' Houston home in a white BMW he'd bought selling subscriptions to his hometown newspaper. In the backseat were three personal computers. Today, he is the Chairman and Chief Executive Officer of Dell Computer Corporation, an \$18 billion company, 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, constantly growing at five times the industry rate, and a perennial darling of Wall Street: its stock is up more than 36,000 percent this decade, and more than 200 percent in the last year. In *Direct From Dell*, Michael Dell himself tells the incredible story of Dell Computer's successful rise, beginning in his college dorm room with \$1,000 in capital. In these pages, you'll see the formation of a great visionary—and a great company. You'll meet the

young Dell who, at the tender age of eight, had already begun looking "to eliminate unnecessary steps" and who, as a numbers-loving adolescent, was inspired by a newfound fascination with computers to save his money to buy a coveted Apple II--only to promptly take it apart. You'll encounter a young visionary who, upon witnessing the inefficiencies of an exploding industry, challenged conventional wisdom and set out to do nothing less than beat IBM at its own game. In so doing, Dell forever changed the way things "had always been done" in the computer industry. You'll also see the birth of a Dell hallmark--the direct model--which, in its ability to reach the customer directly, eliminated not only a substantial middleman markup but also the possibility of costly excess inventory, setting the stage for other extraordinary achievements. In an industry notorious for its unreliable service, Dell utilized its direct customer relationships to pioneer the concept of customer "support"--and didn't rest until the caliber of its service was rivaled only by the quality of its products and its speed of delivery. But the story of Dell Computer is no fairy tale. Marked by uncharacteristically rapid growth, the company was faced with challenges that could have threatened its very existence. From forays into retail to under- (and over-) developed product lines, Dell learned some hard lessons along the way--and emerged stronger as a result. The strategies born of those times--unrivaled speed to market; superior customer service; a fierce commitment to producing constantly high-quality custom-made systems--heralded what has perhaps been the company's crowning achievement: an early exploitation of the Internet. One of the first companies to actually make money

online, Dell is now selling more than \$12 million worth of systems per day over [www.dell.com](http://www.dell.com). Not just for CEOs or those in high tech, the strategies revealed in Direct From Dell are invaluable to managers in a broad cross section of industries. From starting a successful business to pioneering computer sales and service over the Internet, Dell shares his perspectives on: Why it's infinitely better for any business starting out to have too little capital, rather than too much How studying your customers--not your competition--will give you a greater competitive edge Why it can be life-threatening to your company to pursue too many good ideas--or to grow too fast Why it's essential to run a P&L on every area of your business Why your people pose a greater threat to the health of your business than your competition does How you can exploit your competition's weakness by exposing its greatest strength How integrating your business virtually can make the difference between being quick--and being dead Revealing nothing less than a new model for doing business in the information age, Direct From Dell is both an extraordinary business success story and a manifesto for revolutionizing any industry.

## **DIRECT FROM DELL**

Crown

Is your company spending too much time on strategy development—with too little to show for it? If you read nothing else on strategy, read these 10 articles (featuring “What Is Strategy?” by Michael E. Porter). We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you catalyze your organization's strategy development and execution. HBR's 10 Must Reads on

Strategy will inspire you to: Distinguish your company from rivals Clarify what your company will and won't do Craft a vision for an uncertain future Create blue oceans of uncontested market space Use the Balanced Scorecard to measure your strategy Capture your strategy in a memorable phrase Make priorities explicit Allocate resources early Clarify decision rights for faster decision making This collection of best-selling articles includes: featured article "What Is Strategy?" by Michael E. Porter, "The Five Competitive Forces That Shape Strategy," "Building Your Company's Vision," "Reinventing Your Business Model," "Blue Ocean Strategy," "The Secrets to Successful Strategy Execution," "Using the Balanced Scorecard as a Strategic Management System," "Transforming Corner-Office Strategy into Frontline Action," "Turning Great Strategy into Great Performance," and "Who Has the D? How Clear Decision Roles Enhance Organizational Performance."

The Dell Company - A Strategic Analysis  
Primento

This text shows how to use the Internet to keep customers, increase sales, and improve profits. It offers practical, easy-to-understand and apply advice based on proven marketing principles and on real, detailed case-studies of how well-known corporations are using the Internet successfully.

*Dell Business Case Study* GRIN Verlag  
Richness or reach? The trade-off used to be simple but absolute: Your business strategy either could focus on "rich" information - customized products and services tailored to a niche audience - or could reach out to a larger market, but with watered-down information that sacrificed richness in favor of a broad, general appeal. Much of business

strategy as we know it today rests on this fundamental trade-off. Now, say Evans and Wurster, the new economics of information is eliminating the trade-off between richness and reach, blowing apart the foundations of traditional business strategy. *Blown to Bits* reveals how the spread of connectivity and common standards is redefining the information channels that link businesses with their customers, suppliers, and employees. Increasingly, your customers will have rich access to a universe of alternatives, your suppliers will exploit direct access to your customers, and your competitors will pick off the most profitable parts of your value chain. Your competitive advantage is up for grabs. To prepare corporate executives and entrepreneurs alike for a fundamental change in business competition, Evans and Wurster expand and illuminate groundbreaking concepts first explored in the award-winning Harvard Business Review article "Strategy and the New Economics of Information," and present a practical guide for applying them. Examples span the spectrum of industries--from financial services to health care, from consumer to industrial goods, and from media to retailing. *Blown to Bits* shows how to build new strategies that reflect a world in which richness and reach go hand in hand and how to make the most of the new forces shaping competitive advantage.

Beautiful Trouble McGraw Hill  
Professional

In order to survive and thrive in today's financial markets, you must seriously consider the use of options in your investment endeavors. Options allow you to reap the same benefits as an outright stock or commodity trade, but with less risk and less money on the line.



The truth is, you can achieve everything with options that you would with stocks or commodities?at less cost?while gaining a much higher percentage return on your invested dollars. After numerous years as a market maker in the trenches of the New York Mercantile Exchange, few analysts know how to make money trading options like author Lee Lowell. In this well-rounded resource, Lowell shows both stock and commodity option traders exactly what works and what doesn't. Filled with in-depth insight and expert advice, *Get Rich with Options* provides you with the knowledge and strategies needed to achieve optimal results within the options market. The book quickly covers the basics?how options are priced, strike price selection, the use of Delta, and using volatility to one's advantage?before moving on to the four options trading strategies that have helped Lowell profit in this arena time and again: buying deep-in-the-money call options, selling naked puts, selling option credit spreads, and selling covered calls. Using these strategies decisively, he says, is the fastest route to riches in the options trading game. *Get Rich with Options* is packed with real-life examples of actual trades and detailed discussions of how options can be used as a hedging, speculating, or income-producing tool. You'll learn how to set up a home business with the best options trading software, tools, and Web sites. And you'll begin to see options in a whole new light and discover how to become part of a small group of investors who consistently win.

*Strategy Creation and Change - Dell Corporation* Random House Business Books

#1 NEW YORK TIMES BESTSELLER • More than two million copies in print! The premier resource for how to deliver

results in an uncertain world, whether you're running an entire company or in your first management job. "A must-read for anyone who cares about business."—The New York Times When *Execution* was first published, it changed the way we did our jobs by focusing on the critical importance of "the discipline of execution": the ability to make the final leap to success by actually getting things done. Larry Bossidy and Ram Charan now reframe their empowering message for a world in which the old rules have been shattered, radical change is becoming routine, and the ability to execute is more important than ever. Now and for the foreseeable future:

- Growth will be slower. But the company that executes well will have the confidence, speed, and resources to move fast as new opportunities emerge.
- Competition will be fiercer, with companies searching for any possible advantage in every area from products and technologies to location and management.
- Governments will take on new roles in their national economies, some as partners to business, others imposing constraints. Companies that execute well will be more attractive to government entities as partners and suppliers and better prepared to adapt to a new wave of regulation.
- Risk management will become a top priority for every leader. Execution gives you an edge in detecting new internal and external threats and in weathering crises that can never be fully predicted. Execution shows how to link together people, strategy, and operations, the three core processes of every business. Leading these processes is the real job of running a business, not formulating a "vision" and leaving the work of carrying it out to others. Bossidy and Charan show the importance of being deeply

and passionately engaged in an organization and why robust dialogues about people, strategy, and operations result in a business based on intellectual honesty and realism. With paradigmatic case histories from the real world—including examples like the diverging paths taken by Jamie Dimon at JPMorgan Chase and Charles Prince at Citigroup—Execution provides the realistic and hard-nosed approach to business success that could come only from authors as accomplished and insightful as Bossidy and Charan.

#### The HP Way Penguin

In the fall of 1930, David Packard left his hometown of Pueblo, Colorado, to enroll at Stanford University, where he befriended another freshman, Bill Hewlett. After graduation, Hewlett and Packard decided to throw their lots in together. They tossed a coin to decide whose name should go first on the notice of incorporation, then cast about in search of products to sell. Today, the one-car garage in Palo Alto that housed their first workshop is a California historic landmark: the birthplace of Silicon Valley. And Hewlett-Packard has produced thousands of innovative products for millions of customers throughout the world. Their little company employs 98,400 people and boasts constantly increasing sales that reached \$25 billion in 1994. While there are many successful companies, there is only one Hewlett-Packard, because from the very beginning, Hewlett and Packard had a way of doing things that was contrary to the prevailing management strategies. In defining the objectives for their company, Packard and Hewlett wanted more than profits, revenue growth and a constant stream of new, happy customers. Hewlett-Packard's success owes a great deal to many

factors, including openness to change, an unrelenting will to win, the virtue of sustained hard work and a company-wide commitment to community involvement. As a result, HP now is universally acclaimed as the world's most admired technology company; its wildly successful approach to business has been immortalized as The HP Way. In this book, David Packard tells the simple yet extraordinary story of his life's work and of the truly exceptional company that he and Bill Hewlett started in a garage 55 years ago.

#### Business @ the Speed of Thought

Harvard Business Press

Banksy, the Yes Men, Gandhi, Starhawk: the accumulated wisdom of decades of creative protest is now in the hands of the next generation of change-makers, thanks to Beautiful Trouble.

Sophisticated enough for veteran activists, accessible enough for newbies, this compact pocket edition of the bestselling Beautiful Trouble is a book that's both handy and inexpensive. Showcasing the synergies between artistic imagination and shrewd political strategy, this generously illustrated volume can easily be slipped into your pocket as you head out to the streets. This is for everyone who longs for a more beautiful, more just, more livable world - and wants to know how to get there. Includes a new introduction by the editors. Contributors include: Celia Alario • Andy Bichlbaum • Nadine Bloch • L. M. Bogad • Mike Bonnano • Andrew Boyd • Kevin Buckland • Doyle Canning • Samantha Corbin • Stephen Duncombe • Simon Enoch • Janice Fine • Lisa Fithian • Arun Gupta • Sarah Jaffe • John Jordan • Stephen Lerner • Zack Malitz • Nancy L. Mancias • Dave Oswald Mitchell • Tracey Mitchell • Mark Read • Patrick Reinsborough • Joshua Kahn Russell •

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