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### Direct from Dell: Strategies that Revolutionized an ...

Direct from Dell - Strategies that revolutionized an industry. 1st ed. London: Harper Collins. Dell, M., 2015. Michael Dell on Going Private, Company Management, and the Future of the Computer [Interview] (23 01 2015).

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Direct From Dell: Strategies That Revolutionized An Industry. (1999) Michael Dell. Michael Dell's first business venture, at 12 years old, arose from his hobby of philately. He had bought stamps at auction and realised that stamp sellers made good money, so got together a catalogue of his and his friends' stamps and sold them via mail order.

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Writings Dell's 1999 book, Direct from Dell: Strategies That Revolutionized an Industry (by HarperBusiness), is an account of his early life, his company's founding, growth and missteps, as well as lessons learned. The book was written in collaboration with Catherine Fredman.

### **Michael Dell - Wikipedia**

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