

# Michael Dell

## Quotes

*Business, People, Success, Motivational, Dream, Ideas, Innovation, Entrepreneur, Opportunity, Failing, Important, Technology, Educational, Order, Successful, Team, Running, Years, Jobs, Asking Questions*

You don't have to be a genius or a visionary or even a college graduate to be successful. You just need a framework and a dream.

~Michael Dell

Don't spend so much time trying to choose the perfect opportunity, that you miss the right opportunity.

~Michael Dell

It's easy to decide what you're going to do. The hard thing is deciding what you're not going to do.

~Michael Dell

Try never to be the smartest person in the room. And if you are, I suggest you invite smarter people... or find a different room.

~Michael Dell

Ignore the people who tell you it won't work, and hire people who embrace your vision.

~Michael Dell

Regrets are born of paths never taken.

~Michael Dell

Recognize that there will be failures, and acknowledge that there will be obstacles. But you will learn from your mistakes and the mistakes of others, for there is very little learning in success.

~Michael Dell

Ideas are commodity. Execution of them is not.

~Michael Dell

Whether you've found your calling, or if you're still searching, passion should be the fire that drives your life's work.

~Michael Dell

Each day that you're moving toward your dreams without compromising who you are, you're winning

~Michael Dell

With the understanding that you will face tough times and amazing experiences, you must also commit to the adventure. Just have faith in the skills and the knowledge you've been blessed with and go.

~Michael Dell

Anything that can be measured can be improved

~Michael Dell

Collaboration equals innovation.

~Michael Dell

By questioning all the aspects of our business, we continuously inject improvement and innovation into our culture.

~Michael Dell

I started Dell 28 yrs ago with \$1000. Revenues in 1984 were \$6 million. Last year \$62.1 billion. Impossible is nothing.

~Michael Dell

Our business is about technology, yes. But it's also about operations and customer relationships.

~Michael Dell

The very thing you fear could be the best thing to ever happen to you

~Michael Dell

The point is, you can't keep doing the same thing and expect it to keep working.

~Michael Dell

There are a lot of new things going on in the microprocessor world, including increased focus on power and efficiency.

~Michael Dell

There is no better catalyst to success than curiosity.

~Michael Dell

If you don't have jobs, it's hard to have other things like health and education.

~Michael Dell

I'm pretty active anyway, but I'm also competitive. I used my Fitbit as an example of the innate power of data to turn information into insights and actions.

~Michael Dell

The idea of being all things to all people is a thing of the past.

~Michael Dell

If you have to go through life being unhappy to conform to society around you, that's not a very good deal.

~Michael Dell

I had to give it a full go and see what happened.

~Michael Dell

We've found that customers are very open. They'll tell you what's going on, what's working and what's not. They're looking for help.

~Michael Dell

There's always an opportunity to make a difference

~Michael Dell

Twenty years and \$40 billion. They seem like good round numbers.

~Michael Dell

We are all gifts to each other, and my own growth as a leader has shown me again and again that the most rewarding experiences come from my relationships.

~Michael Dell

It's through curiosity and looking at opportunities in new ways that we've always mapped our path at Dell. There's always an opportunity to make a difference.

~Michael Dell

I always knew I wanted to run a business someday.

~Michael Dell

From the time I was 7, when I purchased my first calculator, I was fascinated by the idea of a machine that could compute things.

~Michael Dell

It had always made sense to me to build a business based on what people really wanted, rather than guess what we thought they might want.

~Michael Dell

Celebrate for a nanosecond.

~Michael Dell

I'm a big believer in online communities and in user-generated content.

~Michael Dell

If we have 99% [market] share of Ford Company, the question to us is 'How do we improve the customer satisfaction in order to get that additional 1% share?

~Michael Dell

You can't be afraid to fail because that's when you learn.

~Michael Dell

If you want to sustain excellence over a long time, you'd better come up with a system that works well. Anyone can sprint for a little while, but you can't sprint for forty years.

~Michael Dell

If you look at innovation, it doesn't just occur in the lab.

~Michael Dell

One of the things was to create a kind of amnesty environment.

~Michael Dell

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