



Winners Dream: A Journey from Corner Store to Corner Office (Hardback)

By Bill McDermott

SIMON SCHUSTER, United States, 2014. Hardback. Book Condition: New. 231 x 157 mm. Language: English . Brand New Book. A leadership and career manifesto told through the narrative of one of today's most inspiring, admired, and successful global leaders. In *Winners Dream*, Bill McDermott--the CEO of the world's largest business software company, SAP--chronicles how relentless optimism, hard work, and disciplined execution embolden people and equip organizations to achieve audacious goals. Growing up in working-class Long Island, a sixteen-year-old Bill traded three hourly wage jobs to buy a small deli, which he ran by instinctively applying ideas that would be the seeds for his future success. After paying for and graduating college, Bill talked his way into a job selling copiers door-to-door for Xerox, where he went on to rank number one in every sales position he held and eventually became the company's youngest-ever corporate officer. Eventually, Bill left Xerox and in 2002 became the unlikely president of SAP's flailing American business unit. There, he injected enthusiasm and accountability into the demoralized culture by scaling his deli, sales, and management strategies. In 2010, Bill was named co-CEO, and in May 2014 became SAP's sole, and first...



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