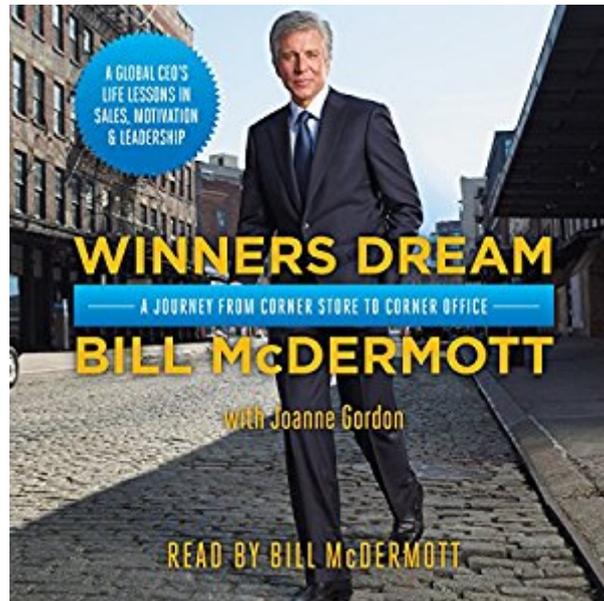


The book was found

Winners Dream: A Journey From Corner Store To Corner Office



Synopsis

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 co-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 16-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 he will become SAP's sole, and first non-European, CEO. Colorful and fast-paced, Bill's anecdotes contain effective takeaways: gutsy career moves; empathetic sales strategies; incentives that yield exceptional team performance; and proof of the competitive advantages of optimism and hard work. At the heart of Bill's story is a blueprint for success and the knowledge that the real dream is the journey, not a preconceived destination.

Book Information

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Customer Reviews

I received an advanced copy of this book from Simon & Schuster for the purpose of reviewing. Opinions are my own. If you've read Peter Thiel's Zero to One this year, then you'll note that McDermott is a Peter Thiel character-- one in which hard work and determination determine the outcome rather than luck. It's a story of someone who worked hard for success and got everything he ever wanted and more. McDermott writes "my humble hope is that my book furthered the pursuit of your own winner's dream." Still, the SAP's CEO benefited from the luck of having parents who were always supportive and encouraging optimists. His mother always tells him "you can be whatever you want," and he believes it. His father is a coach and McDermott learns coaching and teamwork lessons from him. It's a very stable home, albeit not a wealthy one. McDermott does not delve into much of the difficulties or any conflicts with siblings. No personal sins, regrets, heartbreaks, etc. show up in the book. As such, it's quite shallow personally. The deepest he gets emotionally is enduring his wife's breast cancer and the death of his mother (fairly recently). He alludes to some sort of faith, but it seems opaque and not essential to his person. But at least it's a book on leadership and management by a leader who has both led and followed. It's a solid look at corporate culture and how the right leader with the right message and personal integrity can galvanize support and motivate people to perform for a cause greater than themselves. My issue is that the cause is pretty much the corporation's sales and the individual's personal achievements. What good is it a man to gain the whole world and yet forfeit his soul? (Jesus).

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