THOMAS WATSON, SR. AND THE MAKING OF IBM



KEVIN MANEY
Foreword by Jim Collins, author of Good to Great

<u>Maverick And His Machine Thomas Watson Sr And The</u> <u>Making Of Ibm</u>

Steven E. Jones

Maverick And His Machine Thomas Watson Sr And The Making Of Ibm:

The Maverick and His Machine Kevin Maney, 2004-08-03 The first complete look at one of America's legendary business leaders This groundbreaking biography by Kevin Maney acclaimed technology columnist for USA Today offers fresh insight and new information on one of the twentieth century s greatest business figures Over the course of forty two years Thomas I Watson took a failing business called The Computer Tabulating Recording Company and transformed it into IBM the world s first and most famous high tech company The Maverick and His Machine is the first modern biography of this business titan Maney secured exclusive access to hundreds of boxes of Watson's long forgotten papers and he has produced the only complete picture of Watson the man and Watson the legendary business leader These uncovered documents reveal new information about how Watson bet the company in the 1920s on tabulating machines the forerunners to computers and how he daringly beat the Great Depression of the 1930s The documents also lead to new insights concerning the controversy that has followed Watson his supposed coll usion with Adolf Hitler's Nazi regime Maney paints a vivid portrait of Watson uncovers his motivations and offers needed context on his mammoth role in the course of modern business history Jim Collins author of the bestsellers Good to Great and Built to Last writes in the Foreword to Maney's book Leaders like Watson are like forces of nature almost terrifying in their release of energy and unpredictable volatility but underneath they still adhere to certain patterns and principles The patterns and principles might be hard to see amidst the melee but they are there nonetheless It takes a gifted person of insight to highlight those patterns and that is exactly what Kevin Maney does in this book The Maverick and His Machine also includes never before published photos of Watson from IBM s archives showing Watson in greater detail than any book ever has before Essential reading for every businessperson tech junkie and IBM follower the book is also full of the kind of personal detail and reconstructed events that make it a page turning story for general readers The Maverick and the Machine is poised to be one of the most important business biographies in years Kevin Maney is a nationally syndicated award winning technology columnist at USA Today where he has been since 1985 He is a cover story writer whose story about IBM s bet the company move gained him national recognition He was voted best technology columnist by the business journalism publication TJFR Marketing Computers magazine has four times named him one of the most influential technology columnists He is the author of Wiley's MEGAMEDIA SHAKEOUT The Inside Story of the Leaders and the Losers in the Exploding Communications Industry which was a Business Week Bestseller Residence Clifton VA Watson was clearly a genius with a thousand helpers yet he managed to build an institution that could transcend the genius from the Foreword by Jim Collins Like all great biographers Kevin Maney gives us an engaging story his fascinating and definitive book about IBM s founder is replete with amazing revelations and character lessons that resonate today Rosabeth Moss Kanter Harvard Business School bestselling author of Evolve and When Giants Learn to Dance The Challenge of Remaining Innovative Sally H. Clarke, Naomi R. Lamoreaux, Steven W. Usselman, 2009 The contributors explore

two main themes the challenge of remaining innovative and the necessity of managing institutional boundaries in doing so The book is organized into four parts which move outward from individual firms to networks or clusters of firms to consultants and other intermediaries in the private economy who operate outside of the firms themselves and finally to government institutions and politics Editor Inside IBM James W. Cortada, 2023-10-31 IBM was the world's leading provider of information technologies for much of the twentieth century What made it so successful for such a long time and what lessons can this iconic corporation teach present day enterprises James W Cortada a business historian who worked at IBM for many years pinpoints the crucial role of IBM s corporate culture He provides an inside look at how this culture emerged and evolved over the course of nearly a century bringing together the perspectives of employees executives and customers around the world Through a series of case studies Inside IBM explores the practices that built and reinforced organizational culture including training of managers employee benefits company rituals and the role of humor It also considers the importance of material culture such as coffee mugs and lapel pins Cortada argues that IBM s corporate culture aligned with its business imperatives for most of its history allowing it to operate with a variety of stakeholders in mind and not simply prioritize stockholders. He identifies key lessons that managers can learn from IBM s experience and apply in their own organizations today This engaging and deeply researched book holds many insights for business historians executives and managers concerned with stakeholder relations professionals interested in corporate culture and IBMers Maverick and His Machine Kevin Maney, 2003 The first complete look at one of America's legendary business leaders this groundbreaking biography offers fresh insight and new information on one of the twentieth century s greatest business figures Thomas J Watson The Greatest Capitalist Who Ever Lived Ralph Watson McElvenny, Marc Wortman, 2023-10-24 A compelling new biography The Greatest Capitalist Who Ever Lived spins the Watsons into near Shakespearean figures as if Succession were set in the era of Mad Men The New York Times Book Review Editors Choice The enduring story of Thomas Watson Jr a figure more important to the creation of the modern world than Rockefeller Vanderbilt and Morgan Nearly fifty years into IBM s existence Thomas Watson Jr undertook the biggest gamble in business history when he bet the farm on the creation of the IBM System 360 the world's first fully integrated and compatible mainframe computer As CEO Watson drove a revolution no other company then or now would dare laying the foundation for the digital age that has transformed every society corporation and government The story of Watson being present at the creation of the digital age is intertwined with near Shakespearean personal drama While he put IBM and its employees at risk Watson also carried out a family shattering battle over the future of the company with his brother Dick This titanic struggle between brothers led to Dick s death and almost killed Watson Jr himself Though he was eventually touted by Fortune magazine as the greatest capitalist who ever lived Watson's directionless playboy early years made him an unlikely candidate for corporate titan How he pulled his life together and despite personal demons paved the way for what became a global industry is an epic tale full

of drama inspiration and valuable lessons in leadership risk taking and social responsibility IBM James W. Cortada, 2023-08-01 A history of one of the most influential American companies of the last century For decades IBM shaped the way the world did business IBM products were in every large organization and IBM corporate culture established a management style that was imitated by companies around the globe It was Big Blue an icon And yet over the years IBM has gone through both failure and success surviving flatlining revenue and forced reinvention. The company almost went out of business in the early 1990s then came back strong with new business strategies and an emphasis on artificial intelligence In this authoritative monumental history James Cortada tells the story of one of the most influential American companies of the last century Cortada a historian who worked at IBM for many years describes IBM s technology breakthroughs including the development of the punch card used for automatic tabulation in the 1890 census the calculation and printing of the first Social Security checks in the 1930s the introduction of the PC to a mass audience in the 1980s and the company s shift in focus from hardware to software He discusses IBM s business culture and its orientation toward employees and customers its global expansion regulatory and legal issues including antitrust litigation and the track records of its CEOs The secret to IBM s unequalled longevity in the information technology market Cortada shows is its capacity to adapt to changing circumstances and technologies Computer Martin Campbell-Kelly, William F. Aspray, Jeffrey R. Yost, Honghong Tinn, Gerardo Con Díaz, 2023-06-19 Computer A History of the Information Machine traces the history of the computer and its unlimited information processing potential Comprehensive and accessibly written this fully updated fourth edition adds new chapters on the globalization of information technology the rise of social media fake news and the gig economy and the regulatory frameworks being put in place to tame the ubiquitous computer Computer is an insightful look at the pace of technological advancement and the seamless way computers are integrated into the modern world. The authors examine the history of the computer including the first steps taken by Charles Babbage in the nineteenth century and how wartime needs and the development of electronics led to the giant ENIAC the first electronic computer For a generation IBM dominated the computer industry In the 1980s the desktop PC liberated people from room sized mainframe computers Next laptops and smartphones made computers available to half of the world's population leading to the rise of Google and Facebook and powerful apps that changed the way we work consume learn and socialize The volume is an essential resource for scholars and those studying computer history technology history and information and society as well as a range of courses in the fields of computer science communications sociology and management **Predicting the Winner** Ira Chinoy, 2024-05 Predicting the Winner is a riveting narrative about election night 1952 when Dwight David Eisenhower won in a landslide and was elected president of the United States The 1950s James S. Olson, Mariah Gumpert, 2018-10-01 This volume serves as an invaluable guide to key political social and cultural concepts of the 1950s This volume covers the entire decade of the 1950s from the uneasy peace following World War II to the beginnings of cultural discontent that would explode in the

1960s It highlights key historical social and cultural elements of the period including the Cold War and perceived communist threat the birth of the middle class and establishment of consumer culture the emergence of the civil rights movement and the normalization of youth rebellion and rock and roll An introduction presents the historical themes of the period and an alphabetical encyclopedic entries relating to period specific themes comprises the core reference material in the book The book also contains a range of primary documents with introductions and a sample Documents Based Essay Question Other features are a list of Top Tips for answering Documents Based Essay Questions a thematically tagged chronology and a list of specific learning objectives readers can use to gauge their working knowledge and understanding of the period Google Randall Stross, 2009-09-22 Open and closed Unlimited capacity The algorithm Moon shot Gootube Small world after all A personal matter Algorithm meet humanity **The Wizard and the Warrior** Lee G. Bolman, Terrence E. Deal, 2011-03-08 The Wizard and the Warrior gives leaders the insight and courage they need to take risks on behalf of values they cherish and the people they guide Great leaders must act both as wizard calling on imagination creativity meaning and magic and as warrior mobilizing strength courage and willingness to fight as necessary to fulfill their mission Best selling authors Lee Bolman and Terrence Deal present the defining moments and experiences of exemplary leaders such as Carly Fiorina Thomas Keller head chef of French Laundry David Neeleman CEO of Jet Blue Mary Kay Ash Warren Buffet Anne Mulcahy and Abraham Lincoln3 4all of whom have wrested with their own inner warrior and wizard These engaging realistic case studies are followed by commentaries that will raise questions and suggest possibilities without rushing to resolution or Digital State Thomas J. Misa, 2013-10-01 Accounts of the early events of the computing industry the simple answers Turing machine the massive Colossus the ENIAC computer are well told tales and equally well known is the later emergence of Silicon Valley and the rise of the personal computer Yet there is an extraordinary untold middle history with deep roots in Minnesota From the end of World War II through the 1970s Minnesota was home to the first computing centered industrial district in the world Drawing on rare archival documents photographs and a wealth of oral histories Digital State unveils the remarkable story of computer development in the heartland after World War II These decades found corporations concentrated in large part in Minnesota designing state of the art mainframe technologies revolutionizing new methods of magnetic data storage and for the first time truly integrating software and hardware into valuable products for the American government and public Minnesota based companies such as Engineering Research Associates Univac Control Data Cray Research Honeywell and IBM Rochester were major international players and together formed an unrivaled epicenter advancing digital technologies These companies not only brought vibrant economic growth to Minnesota they nurtured the state s present day medical device and software industries and possibly even tomorrow s nanotechnology Thomas J Misa s groundbreaking history shows how Minnesota recognized and embraced the coming information age through its leading edge companies its workforce and its prominent institutions Digital State reveals the inner workings of the birth of the digital age

in Minnesota and what we can learn from this era of sustained innovation **Productivity Machines** Corinna Schlombs, 2019-10-01 How productivity culture and technology became emblematic of the American economic system in pre and postwar Germany The concept of productivity originated in a statistical measure of output per worker or per work hour calculated by the US Bureau of Labor Statistics A broader productivity culture emerged in 1920s America as Henry Ford and others linked methods of mass production and consumption to high wages and low prices These ideas were studied eagerly by a Germany in search of economic recovery after World War I and decades later the Marshall Plan promoted productivity in its efforts to help post World War II Europe rebuild In Productivity Machines Corinna Schlombs examines the transatlantic history of productivity technology and culture in the two decades before and after World War II She argues for the interpretive flexibility of productivity different groups viewed productivity differently at different times Although it began as an objective measure productivity came to be emblematic of the American economic system post World War II West Germany however adapted these ideas to its own political and economic values Schlombs explains that West German unionists cast a doubtful eye on productivity s embrace of plant level collective bargaining unions fought for codetermination the right to participate in corporate decisions After describing German responses to US productivity Schlombs offers an in depth look at labor relations in one American company in Germany that icon of corporate America IBM Finally Schlombs considers the emergence of computer technology seen by some as a new symbol of productivity but by others as the means to automate workers out of their jobs The Man Who Designed the Future B. Alexandra Szerlip, 2017-04-25 Before there was Steve Jobs there was Norman Bel Geddes A ninth grade dropout who found himself at the center of the worlds of industry advertising theater and even gaming Bel Geddes designed everything from the first all weather stadium to Manhattan's most exclusive nightclub to Futurama the prescient 1939 exhibit that envisioned how America would look in the not too distant 60s In The Man Who Designed the Future B Alexandra Szerlip reveals precisely how central Bel Geddes was to the history of American innovation He presided over a moment in which theater became immersive function merged with form and people became consumers A polymath with humble Midwestern origins Bel Geddes visionary career would launch him into social circles with the Algonquin roundtable members stars of stage and screen and titans of industry Light on its feet but absolutely authoritative this first major biography is a must for anyone who wants to know how America came to look the way it did

The Untold History of the United States Oliver Stone, Peter Kuznick, 2019-04-02 Indispensable There is much here to reflect upon President Mikhail Gorbachev As riveting eye opening and thought provoking as any history book you will ever read Can't recommend it highly enough Glenn Greenwald The Guardian Finally a book with the guts to challenge the accepted narrative of recent American history Bill Maher Kuznick and Stone's Untold History is the most important historical narrative of this century a carefully researched and brilliantly rendered account Martin Sherwin Pulitzer Prize winning co author of American Prometheus A work of courage wisdom and compassion that will stand the test of time A fierce critique

and a passionate paean for Stone and Kuznick's native land Ambassador Akbar Ahmed author of The Thistle and the Drone The New York Times bestselling companion to the Showtime documentary series now streaming on Netflix updated to cover the past five years A PEOPLE S HISTORY OF THE AMERICAN EMPIRE In this riveting companion to their astonishing documentary series including a new chapter and new photos covering Obama's second term Trump's first year and a half climate change nuclear winter Korea Russia Iran China Lybia ISIS Syria and more Academy Award winning director Oliver Stone and renowned historian Peter Kuznick challenge prevailing orthodoxies to reveal the dark truth about the rise and fall of American imperialism The Efficiency Paradox Edward Tenner, 2019-03-05 A skillful and lucid The Wall Street Journal way of thinking about efficiency challenging our obsession with it and offering a new understanding of how to benefit from the powerful potential of serendipity Algorithms multitasking the sharing economy life hacks our culture can t get enough of efficiency One of the great promises of the Internet and big data revolutions is the idea that we can improve the processes and routines of our work and personal lives to get more done in less time than we ever have before There is no doubt that we re performing at higher levels and moving at unprecedented speed but what if we re headed in the wrong direction Melding the long term history of technology with the latest headlines and findings of computer science and social science The Efficiency Paradox questions our ingrained assumptions about efficiency persuasively showing how relying on the algorithms of digital platforms can in fact lead to wasted efforts missed opportunities and above all an inability to break out of established patterns Edward Tenner reveals what we and our institutions when equipped with an astute combination of artificial intelligence and trained intuition can learn from the random and unexpected The Leadership Secrets of Billy **Graham** Harold Myra, Marshall Shelley, 2010-06-16 A behind the scenes analysis of 21 essential leadership principles from the life of Billy Graham Billy Graham looms large as one of the twentieth century s most influential and innovative leaders Most people are unaware of his remarkable effectiveness as not only preacher and pastor but as a CEO and a global leader as well The Leadership Secrets of Billy Graham is full of transferable applications for leaders in the church parachurch academia government and business Lively interviews with his closest associates illustrate 21 principles that have driven six decades of visionary impact First hand accounts reveal stories of courageous leadership and growth through painful lessons Graham's relentless application of core beliefs and leadership principles have resulted in among many honors being listed in Gallup's ten most admired men thirty times more than anyone else Time magazine named him one of the top ten leaders of the twentieth century This book asks How did this happen What are the essentials he embraced to achieve such extraordinary results What can we learn from him and apply to our own leadership roles This book is dedicated to those readers who sense the pressing need in today s world for inspired leadership who rise to leadership s high calling and are willing to carry its weight who are determined to deepen and expand their capacities and effectiveness Roberto Busa. S. I., and the Emergence of Humanities Computing Steven E. Jones, 2016-03-31 It s the founding myth of humanities

computing and digital humanities In 1949 the Italian Jesuit scholar Roberto Busa S J persuaded IBM to offer technical and financial support for the mechanized creation of a massive lemmatized concordance to the works of St Thomas Aguinas Using Busa's own papers recently accessioned in Milan as well as IBM archives and other sources Jones illuminates this DH origin story He examines relationships between the layers of hardware software human agents culture and history and answers the question of how specific technologies afford and even constrain cultural practices including in this case the academic research agendas of humanities computing and later digital humanities The 100 Most Significant Events in American Business Quentin R. Skrabec Jr., 2012-05-04 This reference book details the top 100 groundbreaking events in the history of American business featuring case studies of successful companies who challenged traditional operating paradigms historical perspectives on labor laws management practices and economic climates and an examination of the impact of these influences on today s business practices Throughout history important commercial developments in the United States have made it possible for American companies to leverage tough economic conditions to survive even thrive in a volatile marketplace This reference book examines the top 100 groundbreaking events in the history of American business and illustrates their influence on the labor laws business practices and management methodologies of corporate America today The 100 Most Significant Events in American Business An Encyclopedia depicts the chronological order of events contributing to the evolution of American business with an emphasis on the commercial innovations of each period The book explores the origins of successful brands including Apple Wal Mart and Heinz demonstrates the successful collaboration between public and private sectors illustrated by the Erie Canal Hoover Dam and the interstate highway system and depicts the commercial impact of major economic events from the Panic of 1857 to the Great Recession of 2010 God Goes to Work Tom Zender, 2010-04-26 Your most important business asset is already within you realize it and capitalize on it Spirituality is the basis for all successful organizations and the most important asset you have in elevating you and your business to a new level of performance The most successful individuals and firms in the world are changing the way they do business in order to access a vast resevoir of untapped energy You too can join the revolution because the tools these people are utilizing are found inside each and every one of us Tom Zender President Emeritus of Unity a spiritual organization serving over three million individuals and veteran corporate executive reveals simple ways that you can use to find yourself suddenly on the inside edge God Goes to Work lays out how the world rediscovered the essence of the most effective transactions and how you can implement these methods into the way you do business This groundbreaking text gives you practical steps on how no matter what you believe you can learn to use your spiritual assets in business to achieve better things with greater ease You ll discover How to make better more profitable deals in business The secret behind the world s most effective managers executives and leaders so that you can become one yourself Simple steps to prepare your organization no matter the size to take advantage of the wondrous prospects that await it in this new economy The world is

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