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About the Book: In 1990, IBM had its most profitable year ever. By 1993, the computer industry had changed so rapidly the company was on its way to losing \$16 billion and IBM was on a watch list for extinction -- victimized by its own lumbering size, an insular corporate culture, and the PC era IBM had itself helped invent.

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by Louis V. Gerstner, Jr. Who Says Elephants Can't Dance? is an account of IBM's historic turnaround as told by Louis V. Gerstner, Jr., the chairman and CEO of IBM from April 1993 until March 2002. Lou Gerstner led IBM from the brink of bankruptcy and mainframe obscurity back into the forefront of the technology business.

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I came to see, in my time at IBM, that culture isn't just one aspect of the game it is the game. Louis V. Gerstner Jr., Who Says Elephants Can't Dance?

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Who Says Elephants Can't Dance? Inside IBM's Historic Turnaround, Louis V. Gerstner Jr. This is CEO Louis V. Gerstner Jr's memoir about the turnaround of IBM and his transformation of the company into the industry leader of the computer age.

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"Who Says Elephants Can't Dance" is the history of Louis Gerstner, Jr.'s tenure at IBM. Mr. Gerstner joined IBM at a critical time when sales were slumping and the behemoth of a company was laying people off almost every quarter.

What they needed was someone who could turn the company around and take it to new heights. What they had was a complex bureaucracy that allowed little change and

Louis V. Gerstner Jr. - Wikipedia

Louis Vincent Gerstner Jr. (born March 1, 1942 in Mineola, New York) is an American businessman, best known for his tenure as chairman of the board and chief executive officer of IBM from April 1993 until 2002, when he retired as CEO in March and chairman in December.