

Seven of Jack Ma's failures and 7 extremely valuable lessons

Jack Ma - the owner of China's leading e-commerce group this year is 51 years old and owns a fortune of up to 23.3 billion USD, each implementing IPO (initial public offering). them) worth \$ 150 billion. However, Jack Ma used to be a teacher of English with an amount of about 12 USD / month.

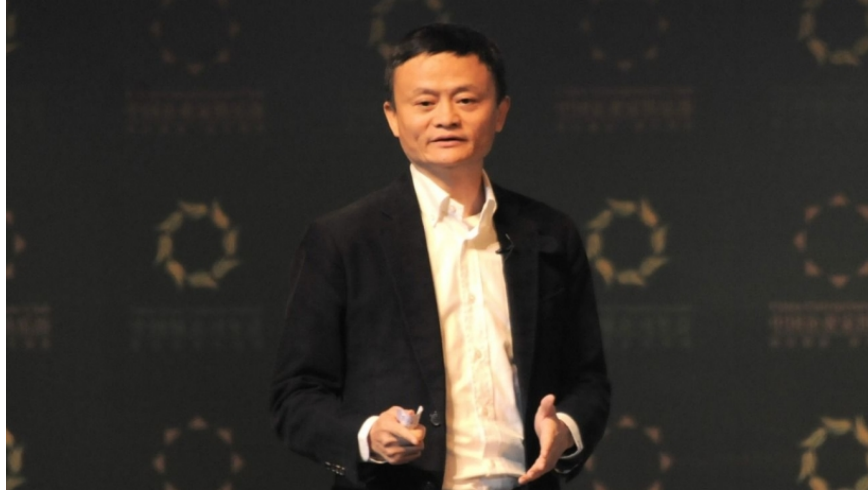
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The achievement Jack Ma has achieved today will be hard to believe compared to those humble beginnings. Moreover, during the journey, he had failed many times and even had unpredictable difficulties. So how did the boss Jack Ma overcome these adversities to be successful, making the world as amazing as today? The answer to this question was written by **Alp Mimaroglu** on the **Entrepreneur** page with the title "*How Jack Ma Overcame His 7 Biggest Failures?*" (How did Jack Ma overcome his 7 failures?) Will give readers a very interesting story about billionaire Jack Ma on the road to maintain optimism like the hero Forrest Gump that he admire.

1. All things about Jack Ma - Billionaire admires the whole world

1. Don't give up even though you missed a lot of school exams

Jack Ma is not an excellent student. In fact, he had a lot of difficulties in middle school. "*I did not pass an important test in elementary school twice, I failed 3 times in the second-level exam and even though I did it twice, I still could not enter the university gate .*".



However, Jack Ma is not the only one. Most of the world's great brains like **Albert Einstein**, **Winston Churchill** and **Abraham Lincoln** face a lot of learning difficulties but in the end, they still do things that make the world admire.

1. **Jack Ma: Never sell goods to relatives and relatives**

2. Only 1/120 math test scores for the college entrance exam

Sliding is one thing. Winning a score of less than 1% of the entire test score entering college is a different story altogether. That's not because he didn't have time to prepare. Until today, Jack Ma still has difficulty with calculations despite the fact, Alibaba is a technology company.

Jack Ma once shared that *"I am not good at math, have never studied administration and still cannot read financial statements"*.

However, this also indicates that Jack Ma does not need to be good at maths to become a billionaire. Perhaps more surprisingly, he never heard the word "computer" during his childhood.

1. **Jack Ma's 15 "expensive" sales principles for business people**

3. Denied 10 times by Harvard but not discouraged

Being rejected 10 times by Harvard is very normal but the "unusual" thing here is that Jack Ma courageously sent the file up to 10 times. It takes a tremendous amount of patience and faith to help him keep his will. In addition to this prestigious school, Jack Ma also applied to Hangzhou Pedagogical University and later became an English teacher.



4. Still optimistic despite being rejected by 30 companies

After graduating from university, Jack Ma applied for 30 different jobs and was continuously rejected. He even applied to be a police officer. However, they answered him bluntly that *"Unqualified", there was no need to wait for a day to review.*

Fortunately, like the hero in his favorite movie - Forrest Gump, Jack Ma is still trying: *"Today is tough, tomorrow is tougher but the day will be bright"*.

1. 8 key successes from Jack Ma - Alibaba's billionaire and CEO

5. The only candidate among 24 people who were rejected by KFC

Of the 24 applicants who applied to KFC, 23 were accepted and Jack Ma was the only one eliminated. He thinks that most of the reason lies in his lack of good looks and modest height. His wife, Ms. Zhang Ying (who took him before he became rich) was not interested in this. She said, *"Ma Yun is not a handsome guy but I love him because he can do many things that men who possess good looks cannot do."*

6. Can not convince Silicon Valley to invest capital for Alibaba

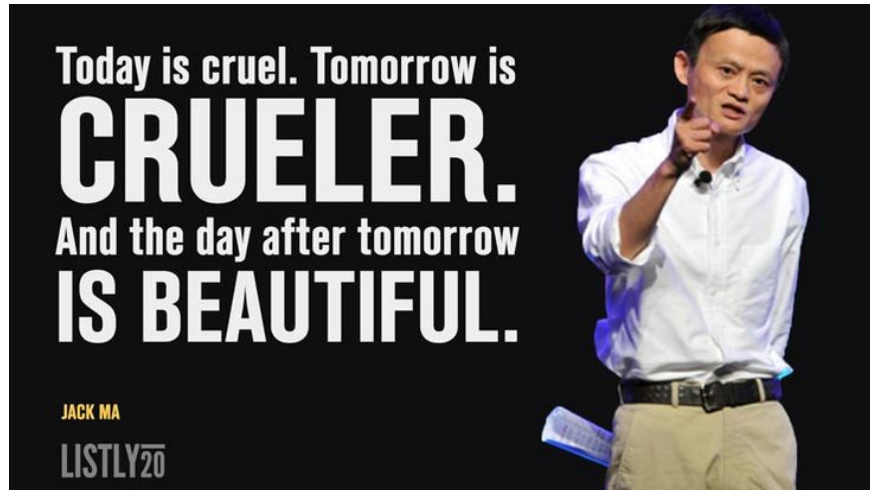
After the establishment of Alibaba, Jack Ma also experienced many failures. The company has no profit in the first 3 years. In the beginning, they expanded the market too quickly and almost collapsed when the dot-com event (the collapse of Internet companies in 2000) occurred. At one point, Jack Ma had only enough cash to keep the company alive for about 18 months and the risk of bankruptcy was immense.

Jack Ma shared: *"I call Alibaba a 1,001 mistake."*

1. Jack Ma's classic sayings will change your life

7. Tell 18 Alibaba's partners that no one in arithmetic is a leader

One of the most misleading financial and motivating decisions a CEO can make is that Jack Ma told 18 Alibaba investors (who contribute to Alibaba with a total value of up to \$ 60,000). that no one can be promoted to managerial position. Jack Ma's plan is to hire outside managers to work for him.



When talking about this, he stressed that it was the biggest mistake he ever made: *"The lesson I learned from the dark days at Alibaba is that you have to make your team valuable, creative and effective. look"*.

If you don't succeed at first, don't give up.

Jack Ma is a true story of a successful example by the will to overcome all adversities of life. However, the impression is not on the value of the assets he has but in patience. Jack Ma is proof that no failure (including how desperate the crisis is) can make us give up on achieving the dream we want.

"If you don't give up, you still have a chance. Abandonment is the biggest failure."

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