



Stanford eCorner

Learning from Failure

Polly Sumner, *salesforce.com*; Liz Tinkham, *Accenture*

March 03, 2010

Video URL: <http://ecorner.stanford.edu/videos/2411/Learning-from-Failure>

For Polly Sumner, recovering from failure is a lesson that you first learn as a child. She says that playing sports as an adolescent stresses the important fact that when you lose a game, you need to get back and play harder. "When you fail the first time and win the second time, the win is much sweeter," says Sumner.



Transcript