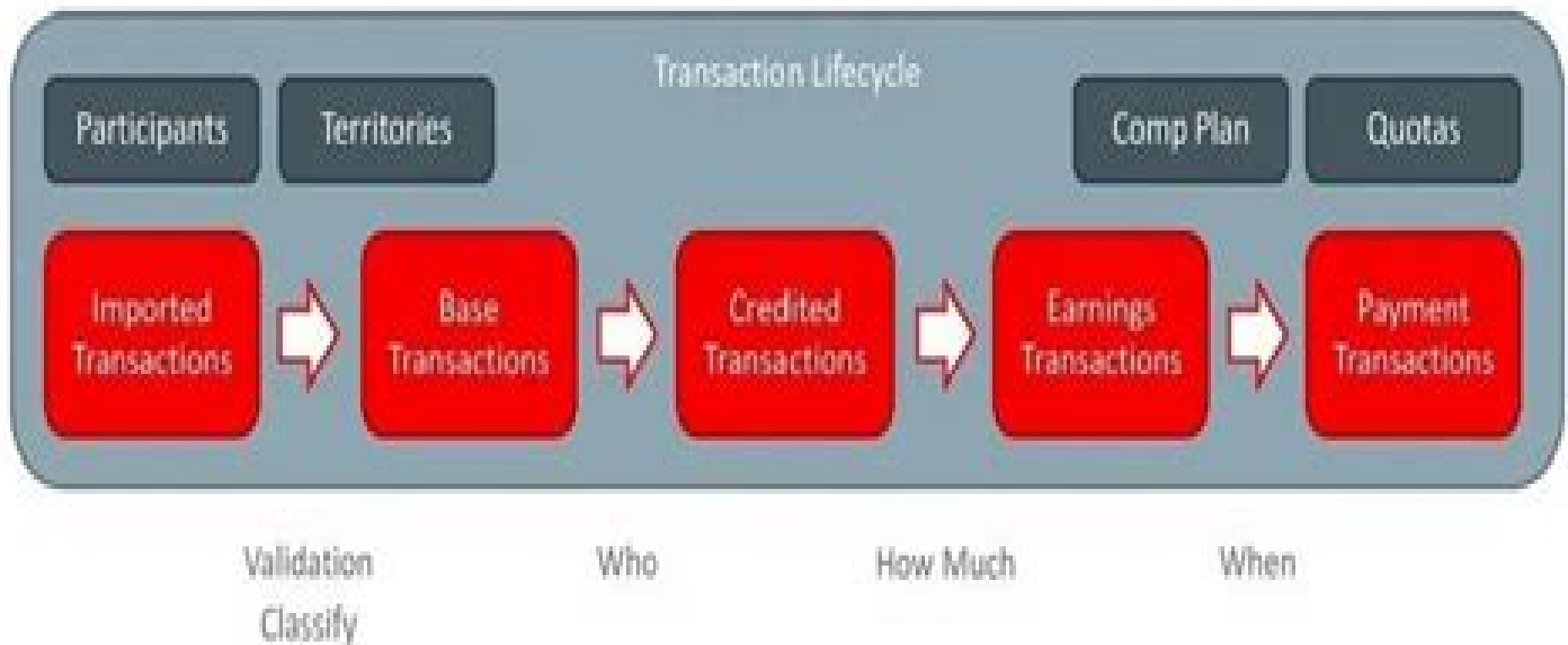


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Transaction Lifecycle



Oracle Incentive Compensation Tutorial

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themselves is the well documented conclusion of this enormously readable and revealing new book by Michael Cusumano based on nearly twenty years of research and consulting with software producers around the world Cusumano builds on dozens of personal experiences and case studies to show how issues of strategy and organization are irrevocably linked with those of managing the technology and demonstrates that a thorough understanding of these issues is vital to success At the heart of the book Cusumano poses seven questions that underpin a three pronged management framework He argues that companies must adopt one of three basic business models become a products company at one end of the strategic spectrum a services company at the other end or a hybrid solutions company in between The author describes the characteristics of the different models evaluates their strengths and weaknesses and shows how each is more or less appropriate for different stages in the evolution of a business as well as in good versus bad economic times Readers will also find invaluable Cusumano s treatment of software development issues ranging from architecture and teams to project management and testing as well as two chapters devoted to what it takes to create a successful software start up Highlights include eight fundamental guidelines for evaluating potential software winners and Cusumano s probing analysis based on firsthand knowledge of ten start ups that have met with varying degrees of success The Business of Software is timely essential reading for managers programmers entrepreneurs and others who follow the global software industry

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 - Chapter 5: Conclusion
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