

Mastering The Requirements Process Getting Requirements Right

The expert guide to building Ruby on Rails applications Ruby on Rails strips complexity from the development process, enabling professional developers to focus on what matters most: delivering business value. Now, for the first time, there ' s a comprehensive, authoritative guide to building production-quality software with Rails. Pioneering Rails developer Obie Fernandez and a team of experts illuminate the entire Rails API, along with the Ruby idioms, design approaches, libraries, and plug-ins that make Rails so valuable. Drawing on their unsurpassed experience, they address the real challenges development teams face, showing how to use Rails ' tools and best practices to maximize productivity and build polished applications users will enjoy. Using detailed code examples, Obie systematically covers Rails ' key capabilities and subsystems. He presents advanced programming techniques, introduces open source libraries that facilitate easy Rails adoption, and offers important insights into testing and production deployment. Dive deep into the Rails codebase together, discovering why Rails behaves as it does— and how to make it behave the way you want it to. This book will help you Increase your productivity as a web developer Realize the overall joy of programming with Ruby on Rails Learn what ' s new in Rails 2.0 Drive design and protect long-term maintainability with TestUnit and RSpec Understand and manage complex program flow in Rails controllers Leverage Rails ' support for designing REST-compliant APIs Master sophisticated Rails routing concepts and techniques Examine and troubleshoot Rails routing Make the most of ActiveRecord object-relational mapping Utilize Ajax within your Rails applications Incorporate logins and authentication into your application Extend Rails with the best third-party plug-ins and write your own Integrate email services into your applications with ActionMailer Choose the right Rails production configurations Streamline deployment with Capistrano

Mastering the Requirements ProcessGetting Requirements RightPearson Education

Mastering the Job Search Process in Recreation and Leisure Services, Second Edition, is a practical guide full of tools and advice for recreation and leisure service professionals. This book simplifies the process of securing a job in recreation and leisure service by explaining every step from both an employer ' s and applicant ' s point of view. Based on years of experience in the hiring process, this book reflects research conducted with over one thousand recreation and leisure services practitioners involved in the job search process. The book includes their advice as well as secrets to success.

For salespeople at all levels, a practical guide designed to personalize the sales process, increase efficiency, maximize sales, and create satisfaction for sales staff, management, and clients alike.

There are few one-size-fits-all solutions in sales. Context matters. Complex sales are different from one-call closes. B2B is different than B2C. Prospects, territories, products, industries, companies, and sales processes are all different. There is little black and white in the sales profession. Except for objections. There is democracy in objections. Every salesperson must endure many NOs in order to get to YES. Objections don't care or consider: Who you are What you sell How you sell If you are new to sales or a veteran If your sales cycle is long or short – complex or transactional For as long as salespeople have been asking buyers to make commitments, buyers have been throwing out objections. And, for as long as buyers have been saying no, salespeople have yearned for the secrets to getting past those NOs. Following in the footsteps of his blockbuster bestsellers *Fanatical Prospecting* and *Sales EQ*, Jeb Blount's *Objections* is a comprehensive and contemporary guide that engages your heart and mind. In his signature right-to-the-point style, Jeb pulls no punches and slaps you in the face with the cold, hard truth about what's really holding you back from closing sales and reaching your income goals. Then he pulls you in with examples, stories, and lessons that teach powerful human-influence frameworks for getting past NO - even with the most challenging objections. What you won't find, though, is old school techniques straight out of the last century. No bait and switch schemes, no sycophantic tie-downs, no cheesy scripts, and none of the contrived closing techniques that leave you feeling like a phony, destroy relationships, and only serve to increase your buyers' resistance. Instead, you'll learn a new psychology for turning-around objections and proven techniques that work with today's more informed, in control, and skeptical buyers. Inside the pages of *Objections*, you'll gain deep insight into: How to get past the natural human fear of NO and become rejection proof The science of resistance and why buyers throw out objections Human influence frameworks that turn you into a master persuader The key to avoiding embarrassing red herrings that derail sales calls How to leverage the "Magical Quarter of a Second" to instantly gain control of your emotions when you get hit with difficult objections Proven objection turn-around frameworks that give you confidence and control in virtually every sales situation How to easily skip past reflex responses on cold calls and when prospecting How to move past brush-offs to get to the next step, increase pipeline velocity, and shorten the sales cycle The 5 Step Process for Turning Around Buying Commitment Objections and closing the sale Rapid Negotiation techniques that deliver better terms and higher prices As you dive into these powerful insights, and with each new chapter, you'll gain greater and greater confidence in your ability to face and effectively handle objections in any selling situation. And, with this new-found confidence, your success and income will soar.

Digitally Enabled Social Change

Programming the Open Blockchain

Four Critical Decisions That Make or Break the Deal

A Plain Guide to BPM

How to Compete and Win When the Stakes are High!

Project Management Fundamentals

Mastering the Merger

A comprehensive framework for effective real-world instructional design Mastering the Instructional Design Process provides step-by-step guidance on the design and development of an engaging, effective training program. The focus on core competencies of instructional system design helps you develop your skills in a way that's immediately applicable to real-world settings, and this newly updated fifth edition has been revised to reflect the new IBSTPI Competencies and Standards for Instructional Design. With a solid foundation of researched and validated standards, this invaluable guide provides useful insight and a flexible framework for approaching instructional design from a practical perspective. Coverage includes the full range of design considerations concerning the learners, objectives, setting, and more, and ancillaries include design templates, PowerPoint slides, lecture notes, and a test bank help you bring these competencies to the classroom. Instructional design is always evolving, and new trends are emerging to meet the ever-changing needs of learners and exploit the newest tools at our disposal. This book brings together the latest developments and the most effective best practices to give you a foolproof framework for successfully managing instructional design projects. Detect and solve human performance problems Analyze needs, learners, work settings, and work Establish performance objectives and measurements Deliver effective instruction in a variety of scenarios Effective training programs don't just happen. Instructional design is a complex field, and practitioners must be skilled in very specific areas to deliver a training program that engages learners and makes the learning 'stick.' Mastering the Instructional Design Process is a comprehensive handbook for developing the skillset that facilitates positive training outcomes.

The very idea that the teachings can be mastered will arouse controversy within Buddhist circles. Even so, Ingram insists that enlightenment is an attainable goal, once our fanciful notions of it are stripped away, and we have learned to use meditation as a method for examining reality rather than an opportunity to wallow in self-absorbed mind-noise. Ingram sets out concisely the difference between concentration-based and insight (vipassana) meditation; he provides example practices; and most importantly he presents detailed maps of the states of mind we are likely to encounter, and the stages we must negotiate as we move through clearly-defined cycles of insight. Its easy to feel overawed, at first, by Ingram's assurance and ease in the higher levels of consciousness, but consistently he writes as a down-to-earth and compassionate guide, and to the practitioner willing to commit themselves this is a glittering gift of a book. In this new edition of the bestselling book, the author rearranges, revises and expands upon the original material, as well as adding new sections that bring further clarity to his ideas.

Take the next step toward Perl mastery with advanced concepts that make coding easier, maintenance simpler, and execution faster. Mastering Perl isn't a collection of clever tricks, but a way of thinking about Perl programming for solving debugging, configuration, and many other real-world problems you'll encounter as a working programmer. The third in O'Reilly's series of landmark Perl tutorials (after Learning Perl and Intermediate Perl), this fully updated edition pulls everything together and helps you bend Perl to your will. Explore advanced regular

expressions features Avoid common problems when writing secure programs Profile and benchmark Perl programs to see where they need work Wrangle Perl code to make it more presentable and readable Understand how Perl keeps track of package variables Define subroutines on the fly Jury-rig modules to fix code without editing the original source Use bit operations and bit vectors to store large data efficiently Learn how to detect errors that Perl doesn't report Dive into logging, data persistence, and the magic of tied variables

A visionary report on the revitalization of the liberal arts tradition in the electronically inflected, design-driven, multimedia language of the twenty-first century. *Digital_Humanities* is a compact, game-changing report on the state of contemporary knowledge production. Answering the question "What is digital humanities?," it provides an in-depth examination of an emerging field. This collaboratively authored and visually compelling volume explores methodologies and techniques unfamiliar to traditional modes of humanistic inquiry—including geospatial analysis, data mining, corpus linguistics, visualization, and simulation—to show their relevance for contemporary culture. Written by five leading practitioner-theorists whose varied backgrounds embody the intellectual and creative diversity of the field, *Digital_Humanities* is a vision statement for the future, an invitation to engage, and a critical tool for understanding the shape of new scholarship.

Offers a collection of essays on philosophies and strategies for defining, leading, and managing projects. This book explains to technical and non-technical readers alike what it takes to get through a large software or web development project. It does not cite specific methods, but focuses on philosophy and strategy.

Mastering Your Organization's Processes

Analysis with an Agile Mindset

The Fourth Industrial Revolution

The Art of Agile Development

Mastering the Job Search Process in Recreation and Leisure Services

Mastering Your Sales Process

Mastering Reverse Engineering

A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key

business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

“If the purpose is to create one of the best books on requirements yet written, the authors have succeeded.” —Capers Jones Software can solve almost any problem. The trick is knowing what the problem is. With about half of all software errors originating in the requirements activity, it is clear that a better understanding of the problem is needed. Getting the requirements right is crucial if we are to build systems that best meet our needs. We know, beyond doubt, that the right requirements produce an end result that is as innovative and beneficial as it can be, and that system development is both effective and efficient. Mastering the Requirements Process: Getting Requirements Right, Third Edition, sets out an industry-proven process for gathering and verifying requirements, regardless of whether you work in a traditional or agile development environment. In this sweeping update of the bestselling guide, the authors show how to discover precisely what the customer wants and needs, in the most efficient manner possible. Features include The Volere requirements process for discovering requirements, for use with both traditional and iterative environments A specification template that can be used as the basis for your own requirements specifications Formality guides that help you funnel your efforts into only the requirements work needed for your particular development environment and project How to make requirements testable using fit criteria Checklists to help identify stakeholders, users, non-functional requirements, and more Methods for reusing requirements and requirements patterns New features include Strategy guides for different environments, including outsourcing Strategies for gathering and implementing requirements for iterative releases “Thinking above the line” to find the real problem How to move from requirements to finding the right solution The Brown Cow model for clearer viewpoints of the system Using story cards as requirements Using the Volere Knowledge Model to help record and communicate requirements Fundamental truths about requirements and system development This book is a concise step-by-step guide to building and establishing the frameworks and models for the effective management and development of software requirements. It describes what great requirements must look like and who the real audience is for documentation. It then explains how to generate consistent, complete, and accurate requirements in exacting detail following a simple

formula across the full life cycle from vague concept to detailed design-ready specifications. Mastering Software Project Requirements will enable business analysts and project managers to decompose high-level solutions into granular requirements and to elevate their performance through due diligence and the use of better techniques to meet the particular needs of a given project without sacrificing quality, scope, or project schedules. J. Ross Publishing offers an add-on at a nominal cost — Downloadable, customizable tools and templates ready for immediate implementation.

Implement reverse engineering techniques to analyze software, exploit software targets, and defend against security threats like malware and viruses. Key Features Analyze and improvise software and hardware with real-world examples Learn advanced debugging and patching techniques with tools such as IDA Pro, x86dbg, and Radare2. Explore modern security techniques to identify, exploit, and avoid cyber threats Book Description If you want to analyze software in order to exploit its weaknesses and strengthen its defenses, then you should explore reverse engineering. Reverse Engineering is a hackerfriendly tool used to expose security flaws and questionable privacy practices. In this book, you will learn how to analyse software even without having access to its source code or design documents. You will start off by learning the low-level language used to communicate with the computer and then move on to covering reverse engineering techniques. Next, you will explore analysis techniques using real-world tools such as IDA Pro and x86dbg. As you progress through the chapters, you will walk through use cases encountered in reverse engineering, such as encryption and compression, used to obfuscate code, and how to identify and overcome anti-debugging and anti-analysis tricks. Lastly, you will learn how to analyse other types of files that contain code. By the end of this book, you will have the confidence to perform reverse engineering. What you will learn Learn core reverse engineering Identify and extract malware components Explore the tools used for reverse engineering Run programs under non-native operating systems Understand binary obfuscation techniques Identify and analyze anti-debugging and anti-analysis tricks Who this book is for If you are a security engineer or analyst or a system programmer and want to use reverse engineering to improve your software and hardware, this is the book for you. You will also find this book useful if you are a developer who wants to explore and learn reverse engineering. Having some programming/shell scripting knowledge is an added advantage.

"Up-to-date information on proper medical billing reimbursement and the codes, third party payers, and laws that affect it"--Provided by publisher.

Major Label Mastering

Beyond Requirements

Mastering the Reimbursement Process

Re-engineer your ethical hacking skills

Getting Things Done

Mastering the BABOK and the CBAP Exam

How Adaptive Case Management Will Revolutionize the Way that Knowledge Workers Get Things Done

For those considering Extreme Programming, this book provides no-nonsense advice on agile planning, development, delivery, and management taken from the authors' many years of experience. While plenty of books address the what and why of agile development, very few offer the information users can apply directly.

Major Label Mastering: Professional Mastering Process distills 25 years of mastering experience at Capitol Records into practical understandings and reliable systems. Containing unparalleled insights, this book reveals the mastering tricks and techniques used by Evren Gökner at one of the world's most notable record labels. Beginning with the requisite competencies every Mastering Engineer must develop, Major Label Mastering delves into the particulars of the mastering studio, as well as fundamental mastering tools. Included among these tools is The Five Step Mastering Process, a rigorously tested system that equips the practitioner to successfully and confidently master a project to exacting standards of audio fidelity. Covering all bases, the book discusses both macro and micro considerations: from mindset approach and connecting with clients down to detailed guidelines for processing audio, advanced methods, and audio restoration. Each chapter ends with exercises intended to deepen understanding and skill, or to supplement course study. Suitable for all levels, this is a unique resource for students, artists, and recording and Mastering Engineers alike. Major Label Mastering is supplemented by digital resources including audio examples and video tutorials.

Shelf category: Software Engineering Mastering the Requirements Process Suzanne Robertson & James Robertson Delivering the software that your customer really wants. "Mastering the Requirements Process and the Volere specification template are real breakthroughs. They introduce the beginnings of science to a domain which had, up till now, been ruled by craft." Tom DeMarco It is widely recognized that incorrect requirements account for up to 60% of errors in software products, and yet the majority of software development organizations do not have a formal requirements process. Many organizations appear willing to spend huge amounts on fixing and altering badly-specified software, but seem unwilling to invest a much smaller amount to get the requirements right in the first place. This is a book for those

who want to get the right requirements. Mastering the Requirements Process sets out an industry-tested process for gathering and verifying requirements. It provides the techniques and insights for discovering precisely what the customer wants and needs. "Mastering the Requirements Process shows, step by step, template by template, example by example, one well-tested way to assemble a complete, comprehensive requirements process." Gerald Weinberg

The specification template in this book provides the basis for your own requirements specifications. It guides you to the correct specification content as each part of the process reveals different aspects of the products functionality and properties. This book shows you how to make the requirement measurable and testable. By providing a measurement a fit criterion for each requirement, the requirements analyst can describe precisely what the customer wants, the designer can construct a product that exactly matches the requirement, and the tester can determine whether or not the final solution satisfies the requirement.

"The Robertsons" concept of fit criteria is all by itself worth the investment of your time to read the whole book. Fit criteria and the allied discipline of quality gateways enable you to build requirement sets that are measurable, provably correct and testibly complete." Tom DeMarco

Features:

- 7 The Volere requirements process completely specified with a rigorous and detailed model.
- 7 A specification template that can be used as the basis for your own requirements specifications.
- 7 The requirements shell used for bringing rigor, tracability and completeness to requirements.
- 7 Checklists to help identify stakeholders, users, non-functional requirements and more.
- 7 Trawling techniques for eliciting requirements.
- 7 How to exploit use cases to determine the best product to build.
- 7 Reusing requirements and requirements patterns.
- 7 Examples showing how the techniques and templates are applied in real-world situations.
- 7 Accessible style, fully cross-referenced, numerous diagrams.

The Authors: Suzanne Robertson is a leading figure in the world of systems analysis and requirements modeling. She is the roving ambassador for the British Computer Society's Reuse Group and is on organizing committees for the International Conference on Software Reuse and Object Technology. James Robertson brings the experience of working and consulting on requirements with several hundred companies to this book. When his busy seminar schedule permits, James advises companies on how to adapt to a world where requirements are paramount. Suzanne and James are principals of the Atlantic Systems Guild, an international think-tank producing numerous books and seminars that are among the most successful in the software industry. Visit Addison Wesley Longman on the World Wide Web at: <http://www.awl-he.com/computing/http://www.com/cseng/> BarcodeBack of Jacket

An investigation into how specific Web technologies can change the dynamics of organizing and participating in political and social protest.

Mastering UI Mockups and Frameworks: A Beginner's Guide sets the standard for studying wireframes, mockups, and different tools along with their unique features. This book comprehensively analyzes the

design, portability, and efficiency of these tools. As a beginner's guide, Mastering UI Mockups and Frameworks addresses various methods to use these types of tools. This book will help you shape your understanding of UI and UX tools regardless of your skill level. Wireframes and mockups are standard tools used during the design process. A mockup is a visual presentation of a website or an app. Designers always use mockups to highlight their website's layout and functionality to their prospective clients. Choosing a particular tool at the right stage will help you ensure that the correct level of effort is invested so that you can deliver functionality that solves an actual customer requirement. Mastering UI Mockups and Frameworks helps you accomplish this! This book explores the design, compactness, and performance of different UX/UI tools by completing various comparative discussions. Mastering UI Mockups and Frameworks has an abundant supply of tested, functional, and documented Wireframe and mockup tools by providing comprehensive, practical, easy-to-grab solutions and paying close attention to both efficiency and portability. This book also discusses the latest updates added to the UX/UI tools. Furthermore, Mastering UI Mockups and Frameworks offers information for students and professionals interested in knowing more about such tools and their outstanding efficacies. While wireframes and prototypes are low-fidelity formats, mockups are more intuitive. They help clients visualize how the final product will look, feel, and work. Mockups also help remove ambiguity regarding the client's expectations. Clients can detect gaps on the website by looking at its mockup and suggesting early product revisions. By using mockups for each iteration, designers can create a final product that meets client requirements. Wireframing is an unavoidable part of the design process. You will have a lot of ideas to brainstorm while working on a mobile app or website project. The Wireframing brainstorm sessions' main purpose is to make them with minimal effort and to facilitate creativity. Whether or not you are a designer, wireframing is a necessary skill to have in your toolkit. It is conducive for marketers, product managers, or any person with ideas for a mobile app or website. It is an irreplaceable tool for visualizing user experiences, iterating ideas, and sharing ideas. It undoubtedly performs like a design blueprint. Wireframes stipulate a path for conceptual structuring out an application, whether structurally or visually. Mastering UI Mockups and Frameworks provides you with the uniqueness of two irreplaceable parts of the designing world: mockups and wireframes. This book covers different mockup and wireframe tools, including Adobe XD, Mockplus, Moqups, Mockplus iDOC, Sketch Figma, UXpin, and Axure RP, as well as their functionality and portability. Using some of these mockup tools, you can create interactive mockups that can be exported and run on any device working as a real application. This is a robust way to test your knowledge about your apps. It will also help with detailed instructions for developers, making their job easier and faster. If you are looking to get started with the world of UI and UX, Mastering UI Mockups and Frameworks is the book to read! Learn more about our other Mastering titles at:

<https://www.routledge.com/Mastering-Computer-Science/book-series/MCS>

From Idea to Novel

Mastering the Art of French Cooking

Objections

Mastering Statistical Process Control

Seven Steps to Mastering Business Analysis

An Integrated Framework for Breakthrough Performance and Extraordinary Business Results

A Systematic Approach

"Mastering the Requirements Process: Getting Requirements Right" sets out an industry-proven process for gathering and verifying requirements, regardless of whether you work in a traditional or agile development environment. In this sweeping update of the bestselling guide, the authors show how to discover precisely what the customer wants and needs, in the most efficient manner possible.

As competition in the manufacturing sector intensifies, excellence in new product development has become a mandate. Renowned author, educator, and lean product development expert Ron Mascitelli takes the reader through his Event-Driven Lean Product Development process, from its beginnings in innovation, effective problem-solving, knowledge creation, and organizational learning, through to the rapid commercialization of highly successful products. This proven and practical approach balances all aspects of market success: customer value, profitability, time-to-market, and quality. Specific topics covered in this Event-Driven Lean Product Development framework include: - Selecting and prioritizing new product opportunities that have a high probability of market success.- Optimizing the productivity of finite development resources, and arbitrating resource conflicts in a multi-project environment.- Implementation of a practical, flexible, event-driven process that ensures the highest degree of cross-functional collaboration at every stage in new product development.- Managing the day-to-day efforts of developers and project teams through Visual Workflow Management.- Capturing the voice-of-the-customer in every new product by systematically identifying and ranking differentiation opportunities.- Building a realistic project schedule that is created and owned by the developers themselves.- Proactively identifying project risks and mitigating them through systematic (A3) problem-solving.- Employing rapid cycles of learning and set-based design to close knowledge gaps and build a foundation of high-value knowledge for future projects.- Implementing the Production Process Preparation (3P) methodology to maximize the manufacturability and quality of each new product. Mastering Lean Product Development represents the definitive roadmap to achieving breakthroughs in speed, efficiency, and customer value for any firm engaged in new product development.

The facilitation of knowledge work or what is increasingly known as "Case Management" represents the next imperative in office automation. The desire to fully support knowledge workers within the workplace is not new. What's new is that recent advances in Information Technology now make the management of unpredictable circumstances a practical reality. There's now a groundswell of interest in a more flexible, dynamic approach to supporting knowledge work. The facilitation of knowledge work or what is increasingly known as "Case Management" represents the next imperative in office automation. The desire to fully support knowledge workers within the workplace is not new. What's new is that recent advances in Information Technology now make the management of unpredictable circumstances a practical reality. There's now a groundswell of interest in a more flexible, dynamic approach to supporting knowledge work. Here are examples of what recognized experts have recently written on the topic: Advancing to support more knowledge work is the goal of many organizations, thus there is a

new groundswell of activity around unstructured processes. - Jim Sinur, VP of Research, Gartner I think a sea change is coming in the process world. -Connie Moore, Research Vice President, Forrester The sea of change Moore refers to is about technology that is able to support knowledge workers. The work of a knowledge worker is by its nature unpredictable and can not be handled by more formalized process definition techniques. For executives and managers of knowledge workers, "Mastering the Unpredictable" will: Explain the need and why previous technological approaches don't meet the need Explain the current technology gap, and the new technology that can close the gap Lay out the options that can increase the efficiency and effectiveness of their organizations Equip them to best take advantage of this evolving trend

Anyone can cook in the French manner anywhere, wrote Mesdames Beck, Bertholle, and Child, with the right instruction. And here is the book that, for forty years, has been teaching Americans how. Mastering the Art of French Cooking is for both seasoned cooks and beginners who love good food and long to reproduce at home the savory delights of the classic cuisine, from the historic Gallic masterpieces to the seemingly artless perfection of a dish of spring-green peas. This beautiful book, with more than one hundred instructive illustrations, is revolutionary in its approach because: It leads the cook infallibly from the buying and handling of raw ingredients, through each essential step of a recipe, to the final creation of a delicate confection. It breaks down the classic cuisine into a logical sequence of themes and variations rather than presenting an endless and diffuse catalogue of recipes; the focus is on key recipes that form the backbone of French cookery and lend themselves to an infinite number of elaborations bound to increase anyone's culinary repertoire.

Satisfy Stakeholders by Solving the Right Problems, in the Right Ways In Beyond Requirements , Kent J. McDonald shows how applying analysis techniques with an agile mindset can radically transform analysis from merely "gathering and documenting requirements" to an important activity teams use to build shared understanding. First, McDonald discusses the unique agile mindset, reviews the key principles underlying it, and shows how these principles link to effective analysis. Next, he puts these principles to work in four wide-ranging and thought-provoking case studies. Finally, he drills down on a full set of techniques for effective agile analysis, using examples to show how, why, and when they work. McDonald's strategies will teach you how to understand stakeholders' needs, identify the best solution for satisfying those needs, and build a shared understanding of your solution that persists throughout the product lifecycle. He also demonstrates how to iterate your analysis, taking advantage of what you learn throughout development, testing, and deployment so that you can continuously adapt, refine, and improve. Whether you're an analysis practitioner or you perform analysis tasks as a developer, manager, or tester, McDonald's techniques will help your team consistently find and deliver better solutions. Coverage includes Core concepts for analysis: needs/ solutions, outcome/output, discovery/delivery Adapting Lean Startup ideas for IT projects: customer delivery, build – measure – learn, and metrics Structuring decisions, recognizing differences between options and commitments, and overcoming cognitive biases Focusing on value: feature injection, minimum viable products, and minimum marketable features Understanding how analysis flows alongside your project's lifecycle Analyzing users: mapping stakeholders, gauging commitment, and creating personas Understanding context: performing strategy (enterprise) analysis Clarifying needs: applying decision filters, assessing project opportunities, stating problems Investigating solutions: impact and story mapping, collaborative modeling, and acceptance criteria definition Kent J. McDonald uncovers better ways of delivering value. His experience includes work in business analysis, strategic planning, project management, and product development in the financial services, health insurance, performance marketing, human services, nonprofit, and automotive industries. He has a BS in industrial engineering from Iowa State University and an MBA from Kent State University. He is

coauthor of Stand Back and Deliver: Accelerating Business Agility (Addison-Wesley, 2009).

The Ultimate Guide for Mastering The Art and Science of Getting Past No

Mastering Project Management

Professional Mastering Process

Mastering UI Mockups and Frameworks

Mastering Your Mean Girl

A Framework for Successful Planning, Development & Alignment

Mastering Large Datasets with Python

"This book provides a "how to" approach to mastering business analysis work. It will help build the skill sets of new analysts and all those currently doing analysis work, from project managers to project team members such as systems analysts, product managers and business development professionals, to the experienced business analyst. It also covers the tasks and knowledge areas for the new 2008 v.2 of The Guide to the Business Analysis Body of Knowledge (BABOK) and will help prepare business analysts for the HBA CBAP certification exam."--BOOK JACKET.

Praise for Mastering the Complex Sale "Jeff Thull's process plays a key role in helping companies and their customers cross the chasm with disruptive innovations and succeed with game-changing initiatives." —Geoffrey A. Moore, author of Crossing the Chasm and Dealing with Darwin "This is the first book that lays out a solid method for selling cross-company, cross-border, even cross-culturally where you have multiple decision makers with multiple agendas. This is far more than a 'selling process'—it is a survival guide—a truly outstanding approach to bringing all the pieces of the puzzle together." —Ed Daniels, EVP, Shell Global Solutions Downstream, President, CRI/Criterion, Inc. "Mastering the Complex Sale brilliantly sets up value from the customer's perspective. A must-read for all those who are managing multinational business teams in a complex and highly competitive environment." —Samik Mukherjee, Vice President, Onshore Business, Technip "Customers need to know the value they will receive and how they will receive it. Thull's insights into the complex sale and how to clarify and quantify this value are remarkable—Mastering the Complex Sale will be required reading for years to come!" —Lee Tschanz, Vice President, North American Sales, Rockwell Automation "Jeff Thull is winning the war against commoditization. In his world, value trumps price and commoditization isn't a given, it's a choice. This is a proven alternative to the price-driven sale. We've spoken to his clients. This stuff really works, folks." —Dave Stein, CEO and Founder, ES Research Group, Inc. "Our business depends on delivering breakthrough thinking to our executive clients. Jeff Thull has significantly redefined sales and marketing strategies that clearly connect to our global audience. Read it, act on it, and take your results to exceptional levels." —Sven Kroneberg, President, Seminario Internacional "Jeff's main thesis—that professional customer guidance is the key to success—rings true in every global

market today. *Mastering the Complex Sale* is the essential read for any organization looking to transform their business for long-term, value-driven growth." —Jon T. Lindekugel, President, 3M Health Information Systems, Inc. "Jeff Thull has re-engineered the conventional sales process to create predictable and profitable growth in today's competitive marketplace. It's no longer about selling; it's about guiding quality decisions and creating collaborative value. This is one of those rare books that will make a difference." —Carol Pudnos, Executive director, Healthcare Industry, Dow Corning Corporation

The book *Lifhack* calls "The Bible of business and personal productivity." "A completely revised and updated edition of the blockbuster bestseller from 'the personal productivity guru'" —Fast Company

Since it was first published almost fifteen years ago, David Allen's *Getting Things Done* has become one of the most influential business books of its era, and the ultimate book on personal organization. "GTD" is now shorthand for an entire way of approaching professional and personal tasks, and has spawned an entire culture of websites, organizational tools, seminars, and offshoots. Allen has rewritten the book from start to finish, tweaking his classic text with important perspectives on the new workplace, and adding material that will make the book fresh and relevant for years to come. This new edition of *Getting Things Done* will be welcomed not only by its hundreds of thousands of existing fans but also by a whole new generation eager to adopt its proven principles.

Today's corporate deal makers face a conundrum: Though 70% of major acquisitions fail, it's nearly impossible to build a world-class company without doing deals. In *Mastering the Merger*, David Harding and Sam Rovit argue that a laserlike focus on just four key imperatives--before executives finalize the deal--can dramatically improve the odds of M&A success. Based on more than 30 years of in-the-trenches work on thousands of deals across a range of industries--and supplemented by extensive Bain & Co. research--Harding and Rovit reveal that the best M&A performers channel their efforts into (1) targeting deals that advance the core business; (2) determining which deals to close and when to walk away; (3) identifying where to integrate--and where not to; and (4) developing contingency plans for when deals inevitably stray. Top deal makers also favor a succession of smaller deals over complex "megamergers"--and essentially institutionalize a success formula over time. Helping executives zero in on what matters most in the complex world of M&A, *Mastering the Merger* offers a blueprint for the decisions and strategies that will beat the odds.

Between the 18th and 19th centuries, Britain experienced massive leaps in technological, scientific, and economical advancement

Mastering Non-Functional Requirements

Digital Humanities

Mastering Perl

A Field Guide for Rapid Experimentation

Mastering Bitcoin

Mastering the Instructional Design Process

Testing Business Ideas

Mastering Statistical Process Control shows how to understand business or process performance more clearly and more effectively. This practical book is based on a rich and varied selection of case studies from across industry and commerce, including material from the manufacturing, extractive and service sectors. It will enable readers to understand how SPC can be used to maximum effect, and will deliver more effective monitoring, control and improvement in systems, processes and management. The common obstacle to successful use of SPC is getting bogged down with control charts, forgetting that visual representation of data is but a tool and not an end in itself. Mastering SPC demonstrates how statistical tools are applied and used in reality. This is a book that will open up the power of SPC for many: managers, quality professionals, engineers and analysts, as well as students, will welcome the clarity and explanation that it brings to understanding the use and benefit of SPC in a wide range of engineering, production and service situations. Key case studies include using SPC to:

- Measure quality and human factors
- Monitor process performance accurately over long periods
- Develop best-practice benchmarks using control charts
- Maximise profitability of fixed assets
- Improve customer service and satisfaction

Good requirements do not come from a tool, or from a customer interview. They come from a repeatable set of processes that take a project from the early idea stage through to the creation of an agreed-upon project and product scope between the customer and the developer. From enterprise analysis and planning requirements gathering to documentation, Summary Modern data science solutions need to be clean, easy to read, and scalable. In Mastering Large Datasets with Python, author J.T. Wolohan teaches you how to take a small project and scale it up using a functionally influenced approach to Python coding. You'll explore methods and built-in Python tools that lend themselves to clarity and scalability, like the high-performing parallelism method, as well as distributed technologies that allow for high data throughput. The abundant hands-on exercises in this practical tutorial will lock in these essential skills for any large-scale data science project. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the technology Programming techniques that work well on laptop-sized data can slow to a crawl—or fail altogether—when applied to massive files or distributed datasets. By mastering the powerful map and reduce paradigm, along with the Python-based tools that support it, you can write data-centric applications that scale efficiently without requiring codebase rewrites as your requirements change. About the book Mastering Large Datasets with Python teaches you to write code that can handle datasets of any size. You'll start with laptop-sized datasets that teach you to parallelize data analysis by breaking large tasks into smaller ones that can run simultaneously. You'll then scale those same programs to industrial-sized datasets on a cluster of cloud servers. With the map and reduce paradigm firmly in place, you'll explore tools like Hadoop and PySpark to efficiently process massive distributed datasets, speed up decision-making with machine learning, and simplify your data storage with AWS S3. What's inside An introduction to the map and reduce paradigm Parallelization with

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the multiprocessing module and pathos framework Hadoop and Spark for distributed computing Running AWS jobs to process large datasets About the reader For Python programmers who need to work faster with more data. About the author J. T. Wolohan is a lead data scientist at Booz Allen Hamilton, and a PhD researcher at Indiana University, Bloomington. Table of Contents: PART 1 1 | Introduction 2 | Accelerating large dataset work: Map and parallel computing 3 | Function pipelines for mapping complex transformations 4 | Processing large datasets with lazy workflows 5 | Accumulation operations with reduce 6 | Speeding up map and reduce with advanced parallelization PART 2 7 | Processing truly big datasets with Hadoop and Spark 8 | Best practices for large data with Apache Streaming and mrjob 9 | PageRank with map and reduce in PySpark 10 | Faster decision-making with machine learning and PySpark PART 3 11 | Large datasets in the cloud with Amazon Web Services and S3 12 | MapReduce in the cloud with Amazon's Elastic MapReduce

Know the answers that get you hired, get a job in less time and for more money.

One of Book Authority's Best Self-Esteem eBooks of All Time Ready to live your dream life? You know that sneaky voice inside your head telling you that you're not good enough, smart enough, pretty enough, whatever enough? That's your Mean Girl. And she's doing her best to keep you stuck in Fear Town, too scared to go after the life you always imagined. But enough's enough! Melissa Ambrosini has made a life beyond her wildest dreams, all by mastering her Mean Girl, busting through limiting beliefs and karate-chopping through the fears that held her hostage for years. And now she wants to help you remember not only what you are capable of, but how amazing you truly are! In this inspiring, upbeat guide, Melissa provides a practical plan for creating your own version of a kick-ass life — one that's wildly wealthy, fabulously healthy and bursting with love. Designed to propel you out of stuck-ness and into action, this is a must read if you're ready to let go of your Mean Girl and start living the life of your dreams.

Creating Professional Programs with Perl

The No-BS Guide to Silencing Your Inner Critic and Becoming Wildly Wealthy, Fabulously Healthy, and Bursting with Love
Activism in the Internet Age

Mastering the Core Teachings of the Buddha

A Practical, Event-driven Process for Maximizing Speed, Profits and Quality

Mastering the Complex Sale

Mastering the Unpredictable

The fourth edition of Mastering the Instructional Design Process has been completely revised and updated and is based on the instructional design competencies of the International Board of Standards of Performance and Instruction (IBSTPI). The book identifies the core competencies of instructional system design and presents them in a way that helps to develop these competencies and apply them successfully in real-world settings. This comprehensive resource covers the full range of topics for understanding and mastering the instructional design process including: detecting and solving human performance problems; analyzing needs, learners, work settings, and work; establishing performance objectives and performance measurements; delivering the instruction effectively; and managing instructional design projects successfully.

Is your leadership a competitive advantage, or is it costing you? How do you know? Are you developing your leadership effectiveness at the

pace of change? For most leaders today, complexity is outpacing their personal and collective development. Most leaders are in over their heads, whether they know it or not. The most successful organizations over time are the best led. While this has always been true, today escalating global complexity puts leadership effectiveness at a premium. Mastering Leadership involves developing the effectiveness of leaders—individually and collectively—and turning that leadership into a competitive advantage. This comprehensive roadmap for optimal leadership features: Breakthrough research that connects increased leadership effectiveness with enhanced business performance The first fully integrated Universal Model of Leadership—one that integrates the best theory and research in the fields of Leadership and Organizational Development over the last half century A free, online self-assessment of your leadership, using the Leadership Circle Profile, visibly outlining how you are currently leading and how to develop even greater effectiveness The five stages in the evolution of leadership—Egocentric, Reactive, Creative, Integral, and Unitive—along with the organizational structures and cultures that develop at each of these stages Six leadership practices for evolving your leadership capability at a faster pace A map of your optimal path to greater leadership effectiveness Case stories that facilitate pragmatic application of this Leadership Development System to your particular situation This timeless, authoritative text provides a systemic approach for developing your senior leaders and the leadership system of your organization. It does not recommend quick fixes, but argues that real development requires a strategic, long-term, and integrated approach in order to forge more effective leaders and enhanced business performance. Mastering Leadership offers a developmental pathway to bring forth the highest and best use of yourself, your life, and your leadership. By more meaningfully deploying all of who you are every day, individually and collectively, you will achieve a leadership legacy consistent with your highest aspirations.

Book assisting understanding and implementation of Business Process Management for managers and MBA students.

Join the technological revolution that 's taking the financial world by storm. Mastering Bitcoin is your guide through the seemingly complex world of bitcoin, providing the knowledge you need to participate in the internet of money. Whether you 're building the next killer app, investing in a startup, or simply curious about the technology, this revised and expanded second edition provides essential detail to get you started. Bitcoin, the first successful decentralized digital currency, is still in its early stages and yet it 's already spawned a multi-billion-dollar global economy open to anyone with the knowledge and passion to participate. Mastering Bitcoin provides the knowledge. You simply supply the passion. The second edition includes: A broad introduction of bitcoin and its underlying blockchain—ideal for non-technical users, investors, and business executives An explanation of the technical foundations of bitcoin and cryptographic currencies for developers, engineers, and software and systems architects Details of the bitcoin decentralized network, peer-to-peer architecture, transaction lifecycle, and security principles New developments such as Segregated Witness, Payment Channels, and Lightning Network A deep dive into blockchain applications, including how to combine the building blocks offered by this platform into higher-level applications User stories, analogies, examples, and code snippets illustrating key technical concepts

As the author of twenty-four novels, Elizabeth George is one of the most successful--and prolific--novelists today. In Mastering the Process, George offers readers a master class in the art and science of crafting a novel. This is a subject she knows well, having taught creative writing both nationally and internationally for over thirty years. "I have never before read a book about writing that is so thorough, thoughtful, and most of all, helpful." --Lisa See, New York Times bestselling author of The Island of Sea Women For many writers, the biggest challenge is figuring out how to take that earliest glimmer of inspiration and shape it into a full-length novel. How do you even begin to transform a single idea into a complete book? In these pages, award-winning, number one New York Times bestselling author Elizabeth George takes us

behind the scenes through each step of her writing process, revealing exactly what it takes to craft a novel. Drawing from her personal photos, early notes, character analyses, and rough drafts, George shows us every stage of how she wrote her novel *Careless in Red*, from researching location to imagining plot to creating characters to the actual writing and revision processes themselves. George offers us an intimate look at the procedures she follows, while also providing invaluable advice for writers about what has worked for her--and what hasn't. *Mastering the Process* gives writers practical, prescriptive, and achievable tools for creating a novel, editing a novel, and problem solving when in the midst of a novel, from a master storyteller writing at the top of her game.

A Beginner's Guide

Determining Project Requirements

Mastering Leadership

The Art of Stress-Free Productivity

Mastering Software Project Requirements

How to Create a Winning Sales Process for You, Your Boss, and Your Prospects

This book covers the most critical 24 NFRs that are applicable to IT applications and systems. About This Book Explains three stages of nonfunctional requirements, that is, analysis, architecture, and assessment In-depth knowledge of NFR framework and taxonomy that provides guidance around the modelling phase for the NFRs Coverage of 24 critical and pivotal NFRs, including the analysis, architecture, and assessment. Who This Book Is For The primary audience for this title are the gamut of roles starting from IT consultant to chief architects who are responsible to deliver strategic, tactical, and operational engagements for fortune 100 customers worldwide. Nonfunctional requirements are the key to any software / IT program. They cannot be overlooked or ignored. The book provides a comprehensive approach from analysis, architecture, and measurement of nonfunctional requirements. The book includes considerations for bespoke (Java, .Net, and COTS applications). These are applicable to IT applications from various domains. The book outlines the methodology for capturing the NFRs and also describes a framework that can be leveraged by analysts and architects for tackling NFRs for various engagements. The audience for this book include business analysts, enterprise architects, business architects, solution architects, technical architects/designers, domain/security/integration architects, software developers, support engineers and test engineers, technical project managers, project leads/technical leads/technical project managers, and students from the computer science/IT stream What You Will Learn Learn techniques related to the analysis, architecture, and monitoring of NFRs Understand the various tools, techniques, and processes in order to improve the overall quality of the desired outcomes Embrace the best practices of architecting, metrics, and success factors for NFRs Identify the common pitfalls to be avoided and the patterns to leverage Understand taxonomy and framework for NFRs Learn the design guidelines for architecting applications and systems relating to NFRs Abstract different methodologies to analyze and gather NFRs In Detail Non-functional Requirements are key to any software/IT program and cannot be overlooked or ignored. This book provides a comprehensive approach to the analysis, architecture, and measurement of NFRs. It includes considerations for bespoke Java, .NET, and COTS applications that are applicable to IT applications/systems in different domains. The book outlines the methodology for capturing the NFRs and also describes a framework that can be leveraged by analysts and architects for tackling NFRs for various engagements. This book starts off by explaining the various KPIs, taxonomies, and methods for identifying NFRs. Learn the design guidelines for architecting applications and systems relating to NFRs and design principles to achieve the desired outcome. We will then move on to various key tiers/layers and patterns pertaining to the business, database, and integrating tiers. After this, we will dive deep into the topics pertaining to techniques related to monitoring and measurement of

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NFRs, such as sizing, analytical modeling, and quality assurance. Lastly, we end the book by describing some pivotal NFRs and checklists for the software quality attributes related to the business, application, data, and infrastructure domains. Style and approach The book takes a pragmatic approach, describing various techniques related to the analysis of NFRs, the architecture of NFRs, and assessment of NFRs.

Getting Requirements Right

Mastering the Process

Parallelize and Distribute Your Python Code

A practical overview of the PMBOK

An Unusually Hardcore Dharma Book - Revised and Expanded Edition

Mastering Lean Product Development

Making Things Happen