

Traction Software

Dmytro Bosyi, Oleh Sablin, Yevhen Kosariev

Traction Gino Wickman, 2012-04-03 OVER 1 MILLION COPIES SOLD! Do you have a grip on your business, or does your business have a grip on you? All entrepreneurs and business leaders face similar frustrations—personnel conflict, profit woes, and inadequate growth. Decisions never seem to get made, or, once made, fail to be properly implemented. But there is a solution. It's not complicated or theoretical. The Entrepreneurial Operating System® is a practical method for achieving the business success you have always envisioned. More than 80,000 companies have discovered what EOS can do. In Traction, you'll learn the secrets of strengthening the six key components of your business. You'll discover simple yet powerful ways to run your company that will give you and your leadership team more focus, more growth, and more enjoyment. Successful companies are applying Traction every day to run profitable, frustration-free businesses—and you can too. For an illustrative, real-world lesson on how to apply Traction to your business, check out its companion book, *Get A Grip*.

Traversing the Traction Gap Bruce Cleveland, Wildcat Venture Partners, 2019-02-21 Traction. Startups Need It. Learn How To Get It. Vision, groundbreaking ideas, total commitment, and boundless enthusiasm characterize most startups, but they require capital to go from promising product to scalable business. More than 80 percent of all early-stage startups fail. Most of them can build a product, but the vast majority stumble when it comes time to take those products to market due to poor “market engineering” skills. *Traversing the Traction Gap* exposes the reasons behind that scary failure rate and provides a prescriptive how-to guide, focused specifically on market engineering techniques, so startups can succeed. The go-to-market hurdle is insurmountable to many startups. Just when they most need to establish a foothold in the market, they run short on time and money. This is the Traction Gap, that period of time introducing a new product into the marketplace and being able to scale it during a rapidly closing window of opportunity. *Traversing the Traction Gap* is a practical guidebook for navigating the tumultuous early life of a startup. Based on real-life examples, the advice from Cleveland and the members of the Wildcat Venture Partners team provides a roadmap and metrics for succeeding where others have failed.

InfoWorld, 2003-11-17 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

Traction Gabriel Weinberg, Justin Mares, 2015-10-06 Most startups don't fail because they can't build a product. Most startups fail because they can't get traction. Startup advice tends to be a lot of platitudes repackaged with new buzzwords, but Traction is something else entirely. As Gabriel Weinberg and Justin Mares learned from their own experiences, building a successful company is hard. For every startup that grows to the point where it can go public or be profitably acquired, hundreds of others sputter and die. Smart entrepreneurs know that the key to success isn't the originality of your offering, the brilliance of your team, or how much money you raise. It's how consistently you can grow and acquire new customers (or, for a free service, users). That's called traction, and it makes everything else easier—fund-raising, hiring, press, partnerships, acquisitions. Talk is cheap, but traction is hard evidence that you're on the right path. Traction will teach you the nineteen channels you can use to build a customer base, and how to pick the right ones for your business. It draws on inter-views with more than forty successful founders, including Jimmy Wales (Wikipedia), Alexis Ohanian (reddit), Paul English (Kayak), and Dharmesh Shah (HubSpot). You'll learn, for example, how to: ·Find and use offline ads and other channels your competitors probably aren't using ·Get targeted media coverage that will help you reach more customers ·Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates ·Improve your search

engine rankings and advertising through online tools and research Weinberg and Mares know that there's no one-size-fits-all solution; every startup faces unique challenges and will benefit from a blend of these nineteen traction channels. They offer a three-step framework (called Bullseye) to figure out which ones will work best for your business. But no matter how you apply them, the lessons and examples in Traction will help you create and sustain the growth your business desperately needs.

Software Engineering and Knowledge Engineering: Theory and Practice Yanwen Wu, 2012-02-01 The volume includes a set of selected papers extended and revised from the I2009 Pacific-Asia Conference on Knowledge Engineering and Software Engineering (KESE 2009) was held on December 19~ 20, 2009, Shenzhen, China. Volume 2 is to provide a forum for researchers, educators, engineers, and government officials involved in the general areas of Knowledge Engineering and Communication Technology to disseminate their latest research results and exchange views on the future research directions of these fields. 135 high-quality papers are included in the volume. Each paper has been peer-reviewed by at least 2 program committee members and selected by the volume editor Prof. Yanwen Wu. On behalf of the this volume, we would like to express our sincere appreciation to all of authors and referees for their efforts reviewing the papers. Hoping you can find lots of profound research ideas and results on the related fields of Knowledge Engineering and Communication Technology.

Notations for Software Design Loe M.G. Feijs, Hans B.M. Jonkers, Cornelis A. Middelburg, 2012-12-06 Notations for Software Design aims to explain formal specification and design to practitioners in software development, and to set out the ingredients of a sound software design process. It examines COLD-1, which is currently being implemented by Philips in many of its business centres. The fact that it is a wide-spectrum language which supports many styles of specification makes it an excellent basis for the volume. It also examines some widely-used informal techniques, such as Venn diagrams and Petri nets, thus creating a strong link between current and future practice. Rather than proposing new pictorial notations the authors place existing ones into a coherent framework, and explain practical ways of exploiting them in conjunction with COLD-1.

Traction Justin Mares, Gabriel Weinberg, 2014-08-26 Most startups end in failure. Almost every failed startup has a product. What failed startups don't have are enough customers. Traction Book changes that. We provide startup founders and employees with the framework successful companies use to get traction. It helps you determine which marketing channel will be your key to growth. If you can get even a single distribution channel to work, you have a great business. -- Peter Thiel, billionaire PayPal founder The number one traction mistake founders and employees make is not dedicating as much time to traction as they do to developing a product. This shortsighted approach has startups trying random tactics -- some ads, a blog post or two -- in an unstructured way that will likely fail. We developed our traction framework called Bullseye with the help of the founders behind several of the biggest companies and organizations in the world like Jimmy Wales (Wikipedia), Alexis Ohanian (Reddit), Paul English (Kayak.com), Alex Pachikov (Evernote) and more. We interviewed over forty successful founders and researched countless more traction stories -- pulling out the repeatable tactics and strategies they used to get traction. Many entrepreneurs who build great products simply don't have a good distribution strategy. -- Mark Andreessen, venture capitalist Traction will show you how some of the biggest internet companies have grown, and give you the same tools and framework to get traction.

Computational Social Networks Ajith Abraham, 2012-08-14 This book is the second of three volumes that illustrate the concept of social networks from a computational point of view. The book contains contributions from a international selection of world-class experts, concentrating on topics relating to security and privacy (the other two volumes

review Tools, Perspectives, and Applications, and Mining and Visualization in CSNs). Topics and features: presents the latest advances in security and privacy issues in CSNs, and illustrates how both organizations and individuals can be protected from real-world threats; discusses the design and use of a wide range of computational tools and software for social network analysis; describes simulations of social networks, and the representation and analysis of social networks, with a focus on issues of security, privacy, and anonymization; provides experience reports, survey articles, and intelligence techniques and theories relating to specific problems in network technology.

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Computerworld ,2003-05-12 For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

Proceedings of the 1st International Workshop on High-Speed and Intercity Railways Yi-Qing Ni,Xiao-Wei Ye,2012-02-21 This book contains the papers included in the proceedings of the 1st International Workshop on High-speed and Intercity Railways (IWHIR 2011) held in Shenzhen and Hong Kong, China from July 19 to July 22, 2011, which is organized by The Hong Kong Polytechnic University, in collaboration with Southwest Jiaotong University, Beijing Jiaotong University, Dalian Jiaotong University, China Engineering Consultants, Inc., Zhejiang University, and Tsinghua University. Continuing the great initiatives and momentums of the rapid development in high-speed and intercity railways worldwide in recent years, IWHIR 2011 aims at providing a platform for academic scholars and practicing engineers to share knowledge and experience, to promote collaboration, and to strengthen R&D activities related to railway engineering. Engineers, scientists, professors, and students from universities, research institutes, and related industrial companies have been cordially invited to participate in the workshop. These papers have covered a wide range of issues concerning high-speed and intercity railways in the theoretical, numerical, and experimental work pertaining to high-speed and intercity railways. Showcasing diversity and quality, these papers report the state-of-the-art and point to future directions of research and development in this exciting area.

InfoWorld ,2004-03-29 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

Proceedings of the 6th International Conference on Electrical Engineering and Information Technologies for Rail Transportation (EITRT) 2023 Jianwei Yang,Dechen Yao,Limin Jia,Yong Qin,Zhigang Liu,Lijun Diao,2024-01-08 This book reflects the latest research trends, methods, and experimental results in the field of electrical and information technologies for rail transportation, which covers abundant state-of-the-art research theories and ideas. As a vital field of research that is highly relevant to current developments in a number of technological domains, the subjects it covered include intelligent computing, information processing, communication technology, automatic control, etc. The objective of the proceedings is to provide a major interdisciplinary forum for researchers, engineers, academicians, and industrial professionals to present the most innovative research and development in the field of rail transportation electrical and information technologies. Engineers and researchers in academia, industry, and government will also explore an insightful view of the solutions that combine ideas from multiple disciplines in this field. The volumes serve as an excellent reference work for researchers and graduate students working on rail transportation and electrical and

information technologies.

Principles of Intelligent Rail Transit Xiubin Zhang, Muhammad Mansoor Khan, Yeerjiang Halimu, 2022-11-28 This book systematically expounds on the scientific principles and technologies of Rail Transit Intelligent Technology based on the high development of artificial intelligence theory and technology. The contents include technical principles, theoretical algorithms and practical engineering technologies of intelligent monitoring of rail transit system, intelligent sensing and identification of train power system, intelligent technology in rail transit system operation, intelligent maintenance of carriage environment, etc. It can be used as a textbook or teaching reference book for related fields in universities, including rail transit system, communication, automation, intelligent equipment design and manufacturing, artificial intelligence, computer science and technology, electrical engineering and automation, etc. It is used as an academic reference for professionals in rail transit system design, operation, and maintenance.

Software Engineering and Formal Methods Dimitra Giannakopoulou, Gwen Salaün, 2014-08-04 This book constitutes the refereed proceedings of the 12th International Conference on Software Engineering and Formal Methods, SEFM 2014, held in Grenoble, France, in September 2014. The 23 full papers presented together with 3 invited and 6 tool papers were carefully reviewed and selected from 106 submissions. They are organized in topical section on program verification, testing, component-based systems, real-time and embedded systems, model checking and automata learning, program correctness, and adaptive and multi-agent systems.

The EOS Life Gino Wickman, 2021-09-21 Do what you love—with people you love. Make a huge difference. Get compensated accordingly. And still have time for other passions. The EOS Life will help you to discover, clarify, and customize the life you want to live: one where you do what you love every day, with the people you love doing it with—while at the same time making a huge difference and impact, getting compensated very well for doing it, and still having plenty of time to pursue other passions, hobbies, and interests that energize you. From Gino Wickman, creator of the Traction Library, The EOS Life will give you practical, real-world, time-tested tools and insights to maximize your productivity, vitality, happiness, and work-life balance. This book is a must-read for all entrepreneurs and their leadership team members interested in living their ideal life.

Electric Vehicles: Prospects and Challenges Tariq Muneer, Mohan Kolhe, Aisling Doyle, 2017-07-11 *Electric Vehicles: Prospects and Challenges* looks at recent design methodologies and technological advancements in electric vehicles and the integration of electric vehicles in the smart grid environment, comprehensively covering the fundamentals, theory and design, recent developments and technical issues involved with electric vehicles. Considering the prospects, challenges and policy status of specific regions and vehicle deployment, the global case study references make this book useful for academics and researchers in all engineering and sustainable transport areas. Presents a systematic and integrated reference on the essentials of theory and design of electric vehicle technologies Provides a comprehensive look at the research and development involved in the use of electric vehicle technologies Includes global case studies from leading EV regions, including Nordic and European countries China and India

Virtual and Collaborative Teams Susan Hayes Godar, Sharmila Pixy Ferris, 2004-01-01 *Virtual and Collaborative Teams* is of importance to practitioners and researchers because it brings together in a single accessible source, a variety of current research and practice on the subject of virtual and collaborative teams. Geographic distance, technology, lack of social presence, lack of adequate training and lack of instructional resources are just some of the unique challenges faced by virtual teams. This book is a unique resource in that it provides a variety of research and practice from a wide range of disciplines, nationally and

internationally. The essays blends theory and practice, encompassing quantitative and qualitative research, case studies, interview research and theoretical models.

Fundamentals of Software Startups Anh Nguyen-Duc, Jürgen Münch, Rafael Prikladnicki, Xiaofeng Wang, Pekka Abrahamsson, 2020-02-28 This book discusses important topics for engineering and managing software startups, such as how technical and business aspects are related, which complications may arise and how they can be dealt with. It also addresses the use of scientific, engineering, and managerial approaches to successfully develop software products in startup companies. The book covers a wide range of software startup phenomena, and includes the knowledge, skills, and capabilities required for startup product development; team capacity and team roles; technical debt; minimal viable products; startup metrics; common pitfalls and patterns observed; as well as lessons learned from startups in Finland, Norway, Brazil, Russia and USA. All results are based on empirical findings, and the claims are backed by evidence and concrete observations, measurements and experiments from qualitative and quantitative research, as is common in empirical software engineering. The book helps entrepreneurs and practitioners to become aware of various phenomena, challenges, and practices that occur in real-world startups, and provides insights based on sound research methodologies presented in a simple and easy-to-read manner. It also allows students in business and engineering programs to learn about the important engineering concepts and technical building blocks of a software startup. It is also suitable for researchers at different levels in areas such as software and systems engineering, or information systems who are studying advanced topics related to software business.

Computing And Optimization For Dc Power Systems Of Electric Transport

Dmytro Bosyi, Oleh Sablin, Yevhen Kosariev, 2020-02-18 In the modern world, further development of society is impossible without environmentally friendly modes of transport and their effective interaction within the framework of Smart Energy and ECO-driving concepts. Written at a time of rapid development of information technologies in various fields, this book serves as a kind of bridge for the introduction of artificial intelligence into the electric transport power supply systems. The calculation models and methods proposed make it possible to choose the most efficient modern equipment for electric power supply of electric vehicles, which, as a result, saves investment costs and reduces time to make decisions for designing complex objects. Insight is also given into building and adjusting Smart Energy class equipment to achieve optimal and economical modes.

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