

Business Metrics Software 20

Rhazali, Yassine

Software Business Sami Hyrynsalmi, Mari Suoranta, Anh Nguyen-Duc, Pasi Tyrväinen, Pekka Abrahamsson, 2019-11-06 This book constitutes the refereed proceedings of the 10th International Conference on Software Business, ICSOB 2019, held in Jyväskylä, Finland, in November 2019. On the occasion of its tenth anniversary the conference theme this year was “The First Decade and Beyond” and focused on the development during the past decade, addressing the future of software-intensive business as well as studies on new and emerging ideas. The 18 full papers and 10 short papers presented together with 3 invited talks, 6 emerging research papers and a tutorial were carefully reviewed and selected from 52 submissions. They are organized in the following topical sections: software ecosystems; management of software products; continual improvement and product development; impacts of digitalization; software business education; software startups and digital business.

Product-Focused Software Process Improvement

Xavier Franch, Tomi Männistö, Silverio Martínez-Fernández, 2019-11-18 This book constitutes the refereed proceedings of the 20th International Conference on Product-Focused Software Process Improvement, PROFES 2019, held in Barcelona, Spain, in November 2019. The 24 revised full papers 4 industry papers, and 11 short papers presented were carefully reviewed and selected from 104 submissions. The papers cover a broad range of topics related to professional software development and process improvement driven by

product and service quality needs. They are organized in topical sections on testing, software development, technical debt, estimations, continuous delivery, agile, project management, microservices, and continuous experimentation. This book also includes papers from the co-located events: 10 project papers, 8 workshop papers, and 4 tutorial summaries.

Beyond the Balanced Scorecard Mark Graham Brown, 2007-01-12 Improve the Health of Your Organization by Using the Right Metrics! The vast majority of companies use some form of balanced scorecard to measure performance measures, yet recent research suggests that most scorecards are based on singular, unsophisticated measurements, providing flawed data on the state of the organization. *Beyond the Balanced Scorecard: Improving Business Intelligence with Analytics*, by Mark Graham Brown, provides managers with the right metrics for evaluating important aspects of performance that are not accurately tracked by most companies and government organizations. Leaders will learn how to objectively measure: Relationships with Customers Employee Satisfaction External Business Environment Supplier/Vendor performance Strategy and Financials This book will show you how to construct a performance index, as well as provide you with example metrics of various aspects of performance that are difficult to measure.

AUUGN, 2004-09

Software Development Metrics David Nicolette, 2015-07-16 Summary Software Development Metrics is a handbook for anyone who needs to

track and guide software development and delivery at the team level, such as project managers and team leads. New development practices, including agile methodologies like Scrum, have redefined which measurements are most meaningful and under what conditions you can benefit from them. This practical book identifies key characteristics of organizational structure, process models, and development methods so that you can select the appropriate metrics for your team. It describes the uses, mechanics, and common abuses of a number of metrics that are useful for steering and for monitoring process improvement. The insights and techniques in this book are based entirely on field experience. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications.

About the Book

When driving a car, you are less likely to speed, run out of gas, or suffer engine failure because of the measurements the car reports to you about its condition. Development teams, too, are less likely to fail if they are measuring the parameters that matter to the success of their projects. This book shows you how. Software Development Metrics teaches you how to gather, analyze, and effectively use the metrics that define your organizational structure, process models, and development methods. The insights and examples in this book are based entirely on field experience. You'll learn practical techniques like building tools to track key metrics and developing data-based early warning systems. Along the way, you'll learn which metrics align with different development practices, including traditional and

adaptive methods. No formal experience with developing or applying metrics is assumed. What's Inside Identify the most valuable metrics for your team and process Differentiate improvement from change Learn to interpret and apply the data you gather Common pitfalls and anti-patterns About the Author Dave Nicolette is an organizational transformation consultant, team coach, and trainer. Dave is active in the agile and lean software communities. Table of Contents Making metrics useful Metrics for steering Metrics for improvement Putting the metrics to work Planning predictability Reporting outward and upward

Sales Force Management Joseph F. Hair, Jr., Rolph Anderson, Rajiv Mehta, Barry Babin, 2020-09-16 The second edition of *Sales Force Management* prepares students for professional success in the field. Focused on the areas of customer loyalty, customer relationship management, and sales technology, this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization. The text presents core concepts using a comprehensive pedagogical framework—featuring real-world case studies, illustrative examples, and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills. Supported with a variety of essential ancillary resources for instructors and students, *Sales Force Management, 2nd Edition* includes digital multimedia PowerPoints for each chapter equipped with voice-over recordings ideal for both distance and in-

person learning. Additional assets include the instructor's manual, computerized and printable test banks, and a student companion site filled with glossaries, flash cards, crossword puzzles for reviewing key terms, and more. Integrating theoretical, analytical, and pragmatic approaches to sales management, the text offers balanced coverage of a diverse range of sales concepts, issues, and activities. This fully-updated edition addresses the responsibilities central to managing sales people across multiple channels and through a variety of methods. Organized into four parts, the text provides an overview of personal selling and sales management, discusses planning, organizing, and developing the sales force, examines managing and directing sales force activities, and explains effective methods for controlling and evaluating sales force performance.

Advancements in Model-Driven Architecture in Software Engineering Rhazali, Yassine, 2020-09-18
An integral element of software engineering is model engineering. They both endeavor to minimize cost, time, and risks with quality software. As such, model engineering is a highly useful field that demands in-depth research on the most current approaches and techniques. Only by understanding the most up-to-date research can these methods reach their fullest potential. Advancements in Model-Driven Architecture in Software Engineering is an essential publication that prepares readers to exercise modeling and model transformation and covers state-of-the-art research and developments on various approaches for methodologies and

platforms of model-driven architecture, applications and software development of model-driven architecture, modeling languages, and modeling tools. Highlighting a broad range of topics including cloud computing, service-oriented architectures, and modeling languages, this book is ideally designed for engineers, programmers, software designers, entrepreneurs, researchers, academicians, and students.

Product-Focused Software Process Improvement

Jürgen Münch, Matias Vierimaa, 2006-09-21 This book constitutes the refereed proceedings of the 7th International Conference on Product-Focused Software Process Improvement, PROFES 2006, held in Amsterdam, June 2006. The volume presents 26 revised full papers and 12 revised short papers together with 6 reports on workshops and tutorials. The papers constitute a balanced mix of academic and industrial aspects, organized in topical sections on decision support, embedded software and system development, measurement, process improvement, and more.

New Trends in Process Control and Production Management

Lenka Štofová, Petra Szaryszová, 2017-09-27 Dynamic economics, technological changes, increasing pressure from competition and customers to improve manufacturing and services are some of the major challenges to enterprises these days. New ways of improving organizational activities and management processes have to be created, in order to allow enterprises to manage the seemingly intensifying competitive markets successfully. Enterprises apply business optimizing solutions to meet new challenges and

conditions. But also ensuring effective development for long-term competitiveness in a global environment. This is necessary for the application of qualitative changes in the industrial policy. "New Trends in Process Control and Production Management" (MTS 2017) is the collection of research papers from authors from seven countries around the world. They present case studies and empirical research which illustrates the progressive trends in business process management and the drive to achieve enterprise development and sustainability.

Expert CAD Management Robert Green, 2007-08-27
Get the strategies you need for successful CAD management in this one-of-a-kind resource. You'll learn basics such as how to assign tasks, set budgets, and formulate ROI-and gradually delve into more complex issues such as managing intellectual property, selling ideas to management and end users, and configuring for specific engineering environments. This indispensable resource is packed with savvy insights, practical techniques, and real-world advice to broaden your technical, business, and management skills.

Demand Management Best Practices Colleen Crum, George E. Palmatier, 2003-06-15
Effective demand management is becoming critical to a company's profitability. Demand Management Best Practices: Process, Principles, and Collaboration provides best practice solutions that will improve overall business performance for supply chain partners and all functions within a company impacted by the demand management process. The

Business Analytics Dr. K. Soundararajan, Dr. Kadhivel Ramasamy ,2022-03-03 Buy E-Book of Business Analytics Book For MBA 2nd Semester of Anna University, Chennai

Information Technology - New Generations Shahram Latifi, 2017-07-15 This volume presents a collection of peer-reviewed, scientific articles from the 14th International Conference on Information Technology – New Generations, held at the University of Nevada at Las Vegas on April 10–12, at Tuscany Suites Hotel in Las Vegas. The Book of Chapters addresses critical areas of information technology including web technology, communications, computing architectures, software engineering, security, and data mining.

Practical ELK Stack Gurpreet S. Sachdeva, 2017-01-29 Use the ELK (Elasticsearch, Logstash, and Kibana) stack to build systems that provide actionable insights and business metrics from data sources, including creating amazing visualizations and dashboards. Learn how to set up the ELK stack, build a data pipeline, and create customized plugins. Practical ELK Stack will teach you to configure the software, install tools, and build a data pipeline. You will learn the key features of Logstash and its role in the ELK stack, including creating Logstash plugins, which will enable you to use your own customized plugins. The importance of Elasticsearch and Kibana in the ELK stack is covered, along with various types of advanced data analysis, including charts, tables, and maps. The simple and powerful nature of ELK stack has contributed to its quick adoption. Diverse scenarios are covered, ranging

from social media analysis to grid monitoring at CERN. You will see how ELK stack is being used at companies such as Facebook, Github, and Netflix. With this book you will learn: The need for log analytics, and current challenges How to perform real-time data analytics on streaming data, and turn them into actionable insights How to create indexing and delete data The different components of ELK (Elasticsearch, Logstash, and Kibana) stack Shipping, Filtering, and Parsing Events with Logstash How to build amazing visualizations and dashboards using Data Discovery, Visualization, and Dashboard with Kibana Who this book is for: This book is for developers or DevOps Engineers interested in building systems that provide amazing insights and business metrics out of different data sources using the ELK stack.

Software Development Patterns and Antipatterns

Capers Jones, 2021-08-27 Software development has been a troubling since it first started. There are seven chronic problems that have plagued it from the beginning: Incomplete and ambiguous user requirements that grow by >2% per month. Major cost and schedule overruns for large applications > 35% higher than planned. Low defect removal efficiency (DRE) Cancelled projects that are not completed: > 30% above 10,000 function points. Poor quality and low reliability after the software is delivered: > 5 bugs per FP. Breach of contract litigation against software outsource vendors. Expensive maintenance and enhancement costs after delivery. These are endemic problems for software executives, software engineers and software customers but they are not

insurmountable. In *Software Development Patterns and Antipatterns*, software engineering and metrics pioneer Capers Jones presents technical solutions for all seven. The solutions involve moving from harmful patterns of software development to effective patterns of software development. The first section of the book examines common software development problems that have been observed in many companies and government agencies. The data on the problems comes from consulting studies, breach of contract lawsuits, and the literature on major software failures. This section considers the factors involved with cost overruns, schedule delays, canceled projects, poor quality, and expensive maintenance after deployment. The second section shows patterns that lead to software success. The data comes from actual companies. The section's first chapter on Corporate Software Risk Reduction in a Fortune 500 company was based on a major telecom company whose CEO was troubled by repeated software failures. The other chapters in this section deal with methods of achieving excellence, as well as measures that can prove excellence to C-level executives, and with continuing excellence through the maintenance cycle as well as for software development.

Product-Focused Software Process Improvement

Pekka Abrahamsson, Andreas Jedlitschka, Anh Nguyen Duc, Michael Felderer, Sousuke Amasaki, Tommi Mikkonen, 2016-11-15 This book constitutes the proceedings of the 17th International Conference on Product-Focused Software Process Improvement, PROFES 2016, held in Trondheim, Norway, in November 2016. The 24 revised full papers

presented together with 21 short papers, 1 keynote, 3 invited papers, 5 workshop papers. 2 doctoral symposium papers, and 6 tutorials were carefully reviewed and selected from 82 submissions. The papers are organized in topical sections on Early Phases in Software Engineering; Organizational Models; Architecture; Methods and Tools; Verification and Validation; Process Improvement; Speed and Agility in System Engineering; Requirements and Quality; Process and Repository Mining; Business Value and Benefits; Emerging Research Topics; and Future of Computing.

The IFPUG Guide to IT and Software Measurement
IFPUG, 2012-04-25 The widespread deployment of millions of current and emerging software applications has placed software economic studies among the most critical of any form of business analysis. Unfortunately, a lack of an integrated suite of metrics makes software economic analysis extremely difficult. The International Function Point Users Group (IFPUG), a nonprofit and member-governed organization, has become the recognized leader in promoting the effective management of application software development and maintenance activities. The IFPUG Guide to IT and Software Measurement brings together 52 leading software measurement experts from 13 different countries who share their insights and expertise. Covering measurement programs, function points in measurement, new technologies, and metrics analysis, this volume: Illustrates software measurement's role in new and emerging technologies Addresses the impact of agile development on software measurement Presents

measurement as a powerful tool for auditing and accountability Includes metrics for the CIO Edited by IFPUG's Management and Reporting Committee, the text is useful for IT project managers, process improvement specialists, measurement professionals, and business professionals who need to interact with IT professionals and participate in IT decision-making. It includes coverage of cloud computing, agile development, quantitative project management, process improvement, measurement as a tool in accountability, project ROI measurement, metrics for the CIO, value stream mapping, and benchmarking.

The Work System Method Steven Alter, 2006 The Work System Method is an organized approach that every organization can use for: ... Recognizing that systems involve much more than IT ... Describing and understanding systems from a business viewpoint ... Analyzing and improving systems ... Improving communication between business and IT professionals ... Increasing the likelihood of successful implementation ... Understanding the role and limitations of IT.

Business Information Systems: Concepts, Methodologies, Tools and Applications Management Association, Information Resources, 2010-06-30 Business Information Systems: Concepts, Methodologies, Tools and Applications offers a complete view of current business information systems within organizations and the advancements that technology has provided to the business community. This four-volume reference uncovers how technological advancements have revolutionized financial transactions, management infrastructure,

and knowledge workers.

Project Management Paul C Tinnirello, 2017-11-22
Project Management covers the full range of issues of vital concern to IT managers working in today's hurry-up, budget-conscious business environment. The handbook provides valuable advice and guidance on how to get projects finished on-time, within budget, and to the complete satisfaction of users, whether a high-tech, low-tech, financial, manufacturing, or service organization. Project Management Handbook brings together contributions from an all-star team of more than 40 of experts working at leading enterprise organizations and consulting firms across America, and around the world. With the help of dozens of fascinating and instructive case studies and vignettes, reporting experiences in a wide range of business sectors, those experts share their insights and experience and extrapolate practicable guidelines and actions steps that project managers can put to work on their current projects.

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