Mastering The Requirements Process Getting Requirements Right By Robertson Suzanne Robertson James 2012 Hardcover

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

A new edition of the bestselling classic – published with a special introduction to mark its 10th anniversary This pioneering account sets out to understand the structure of the human brain – the place where mind meets matter. Until recently, the left hemisphere of our brain has been seen as the 'rational' side, the superior partner to the right. But is this distinction true? Drawing on a vast body of experimental research, Iain McGilchrist argues while our left brain makes for a wonderful servant, it is a very poor master. As he shows, it is the right side which is the more reliable and insightful. Without it, our world would be mechanistic – stripped of depth, colour and value.

Mastering the Requirements ProcessGetting Requirements RightAddison-Wesley From three design partners at Google Ventures, a unique five-day process--called the sprint--for solving tough problems using design, prototyping, and testing ideas with customers.

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

It happens over and over again. Some innovation (a new product, a management trend) comes along that captures the public's imagination. Everybody joins the parade with great fanfare and high expectations. This "next big thing" promises to transform the companies that adopt it -- and inflict great peril on those that don't. Then, when the innovation fails to deliver as promised immediately, everyone

starts bailing out. Investments are wasted; stock prices plunge; disillusionment sets in. It doesn't have to be this way. In Mastering the Hype Cycle, Jackie Fenn and Mark Raskino explain what drives this pattern and how your company can avoid its potential dangers. By understanding the hype cycle, you can ride it more skillfully -- timing your investment decisions so that the innovations you adopt stand the best chance of succeeding in the long-term. Drawing on company examples and Gartner's proven STREET (Scope, Track, Rank, Evaluate, Evangelize, Transfer) framework, the authors show how to orchestrate the key steps in the innovation-adoption process -- from choosing which innovations to take on and when in their life cycle you should adopt, to paving the way for a successful introduction. The hype cycle isn't going away. But this book arms you with the strategies you need to ride the crest of a new idea to success -- and steer clear of the trough of disillusionment.

Here is the first book to offer a practical way to identify systems requirements and manage them when budgets and schedules are tight. It describes a process that leads from fuzzy, ill-defined requirements to requirements that can be modeled and prototyped. Managing Systems Requirements presents methods for communicating requirements and achieving buy-in from system users and owners before expensive programming begins. There are techniques, tools, and software suggestions for project managers and systems analysts, plus case studies that illustrate how the whole requirements gathering process works. The cornerstone of the book is its practicality: it combines in one place a suite of methods, templates, off-the-shelf computer-based tools, and real-world examples that software developers can use to get a handle on software requirements and solve the problems they face every day on the job. IS managers, system project managers, systems analysts, and programmers will find the book indispensable and value how it integrates technical methods with organizational realities. 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.

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.

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. 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 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.

Are you struggling with the selection process? Does your application keep getting rejected – or worse – ignored? Are you overwhelmed by the amount of screening questions? Are you stuck in a position and want to move up the ladder? If you answered "yes" to any of these questions then this book is for you! In this easy-to-understand guide, you will learn: -The #1 mistake that applicants make -Why your résumé needs to be written differently -How to write a cover letter that stands out from the rest -What you need to say during an interview -How to get a job offer Getting screened in is possibly the most difficult part of the selection

process. With the little-known, yet simple strategies exposed in Mastering the Selection Process, you'll dramatically increase your chances of success. From the first application to the final interview, each chapter will walk you through every step of your journey with achievable goals that will help ensure your application gets screened in.

"If the purpose is to create one of the best books on requirements yet written, the authors have succeeded." —Capers Jones It is widely recognized that incorrect requirements account for up to 60 percent 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 poorly specified software, but seem unwilling to invest a much smaller amount to get the requirements right in the first place. Mastering the Requirements Process, Second Edition , sets out an industry-proven process for gathering and verifying requirements with an eye toward today's agile development environments. In this total update of the bestselling guide, the authors show how to discover precisely what the customer wants and needs while doing the minimum requirements work according to the project's level of agility. Features include The Volere requirements process—completely specified, and revised for compatibility with agile environments A specification template that can be used as the basis for your own requirements specifications New agility ratings 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 Iterative requirements gathering leading to faster delivery to the client Checklists to help identify stakeholders, users, nonfunctional requirements, and more Details on gathering and implementing requirements for iterative releases An expanded project sociology section for help with identifying and communicating with stakeholders Strategies for exploiting use cases to determine the best product to build Methods for reusing requirements and requirements patterns Examples showing how the techniques and templates are applied in real-world situations

"Our job as Scrum professionals is to continually improve our ability to use Scrum to deliver products and services that help customers achieve valuable outcomes. This book will help you to improve your ability to apply Scrum." –From the Foreword by Ken Schwaber, co-author of Scrum Mastering Professional Scrum is for anyone who wants to deliver increased value by using Scrum more effectively. Leading Scrum practitioners Stephanie Ockerman and Simon Reindl draw on years of Scrum training and coaching to help you return to first principles and apply Scrum with the professionalism required to achieve its transformative potential. The authors aim to help you focus on proven Scrum approaches for improving quality, getting and using fast feedback, and becoming more adaptable, instead of "going through the motions" and settling for only modest improvements. Whether you're a Scrum Master, Development Team member, or Product Owner, you'll find practical advice for facing challenges with

transparency and courage, overcoming a wide array of common challenges, and continually improving your Scrum practice. Realistically assess your current Scrum practice, and identify areas for improvement Recognize what a great Scrum Team looks like and get there Focus on "Done"–not "sort-of-Done" or "almost-Done" Measure and optimize the value delivered by every Product Increment Improve the way you plan, develop, and grow Clear away wider organizational impediments to agility and professionalism Overcome common misconceptions that stand in the way of progress Register your book for convenient access to downloads, updates, and/or corrections as they become available. See inside book for details.

"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

Applied econometrics, known to aficionados as 'metrics, is the original data science. 'Metrics encompasses the statistical methods economists use to untangle cause and effect in human affairs. Through accessible discussion and with a dose of kung fu–themed humor, Mastering 'Metrics presents the essential tools of econometric research and demonstrates why econometrics is exciting

and useful. The five most valuable econometric methods, or what the authors call the Furious Five--random assignment, regression, instrumental variables, regression discontinuity designs, and differences in differences--are illustrated through well-crafted real-world examples (vetted for awesomeness by Kung Fu Panda's Jade Palace). Does health insurance make you healthier? Randomized experiments provide answers. Are expensive private colleges and selective public high schools better than more pedestrian institutions? Regression analysis and a regression discontinuity design reveal the surprising truth. When private banks teeter, and depositors take their money and run, should central banks step in to save them? Differences-in-differences analysis of a Depression-era banking crisis offers a response. Could arresting O. J. Simpson have saved his ex-wife's life? Instrumental variables methods instruct law enforcement authorities in how best to respond to domestic abuse. Wielding econometric tools with skill and confidence, Mastering 'Metrics uses data and statistics to illuminate the path from cause to effect. Shows why econometrics is important Explains econometric research through humorous and accessible discussion Outlines empirical methods central to modern econometric practice Works through interesting and relevant real-world examples

The book Lifehack 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.

Requirements are a crucial ingredient of any successful project. This is true for any product--software, hardware, consumer appliance, or large-scale construction. You have to understand its requirements--what is needed and desired--if you are to build the right product. Most developers recognize the truth in this statement, even if they don't always live up to it. Far less obvious, however, is the contribution that the requirements activity makes to project management. Requirements, along with other outputs from the requirements activity, are potent project management tools. In Requirements-Led Project Management, Suzanne and James Robertson show how to use requirements to manage the development lifecycle. They show program managers, product and project managers, team leaders, and business analysts specifically how to: Use requirements as input to project planning and decision-making Determine whether to invest in a project Deliver more appropriate products with a quick cycle time Measure and estimate the requirements effort Define the most effective requirements process for a project Manage stakeholder involvement and expectations Set requirements priorities Manage requirements across multiple domains and technologies Use requirements to communicate across business and technological boundaries In their previous book, Mastering the Requirements Process, the Robertsons defined Volere--their groundbreaking and now widely adopted requirements process. In this second book, they look at the outputs from the requirements process and demonstrate how you can take advantage of the all-important links

between requirements and project success.

A detailed handbook for experienced developers explains how to get the most out of Microsoft's Visual Studio .NET, offering helpful guidelines on how to use its integrated develpment environment, start-up templates, and other features and tools to create a variety of applications, including Web services. Original. (Advanced)

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.

New York Times Bestseller Over 2.5 million copies sold For David Goggins, childhood was a nightmare - poverty, prejudice, and physical abuse colored his days and haunted his nights. But through self-discipline, mental toughness, and hard work, Goggins transformed himself from a depressed, overweight young man with no future into a U.S. Armed Forces icon and one of the world's top endurance athletes. The only man in history to complete elite training as a Navy SEAL, Army Ranger, and Air Force Tactical Air Controller, he went on to set records in numerous endurance events, inspiring Outside magazine to name him The Fittest (Real) Man in America. In this curse-word-free edition of Can't Hurt Me, he shares his astonishing life story and reveals that most of us tap into only 40% of our capabilities. Goggins calls this The 40% Rule, and his story illuminates a path that anyone can follow to push past pain, demolish fear, and reach their full potential.

The complete SolidWorks reference-tutorial for beginner to advanced techniques Mastering SolidWorks is the reference-tutorial for all users. Packed with step-by-step instructions, video tutorials for over 40 chapters, and coverage of little-known techniques, this book takes you from novice to power user with clear instruction that goes beyond the basics. Fundamental techniques are detailed with real-world examples for hands-on learning, and the companion website provides tutorial files for all exercises. Even veteran users will find value in new techniques that make familiar tasks faster, easier, and more organized, including advanced file management tools that simplify and streamline pre-flight checks. SolidWorks is the leading 3D CAD program, and is an essential tool for engineers, mechanical designers, industrial designers, and drafters around the world. User friendly features such as drag-and-drop, point-and-click, and cut-and-paste tools belie the software's powerful capabilities that can help you create cleaner, more precise, more polished designs in a fraction of the time. This book is the comprehensive reference every SolidWorks user needs, with tutorials, background, and more

for beginner to advanced techniques. Get a grasp on fundamental SolidWorks 2D and 3D tasks using realistic examples with text-based tutorials Delve into advanced functionality and capabilities not commonly covered by how-to guides Incorporate improved search, Pack-and-Go and other file management tools into your workflow Adopt best practices and exclusive techniques you won't find anywhere else Work through this book beginning-to-end as a complete SolidWorks course, or dip in as needed to learn new techniques and time-saving tricks on-demand. Organized for efficiency and designed for practicality, these tips will remain useful at any stage of expertise. With exclusive coverage and informative detail, Mastering SolidWorks is the tutorial-reference for users at every level of expertise.

A classic handbook for anyone who needs to write, Writing With Power speaks to everyone who has wrestled with words while seeking to gain power with them. Here, Peter Elbow emphasizes that the essential activities underlying good writing and the essential exercises promoting it are really not difficult at all. Employing a cookbook approach, Elbow provides the reader (and writer) with various recipes: for getting words down on paper, for revising, for dealing with an audience, for getting feedback on a piece of writing, and still other recipes for approaching the mystery of power in writing. In a new introduction, he offers his reflections on the original edition, discusses the responses from people who have followed his techniques, how his methods may differ from other processes, and how his original topics are still pertinent to today's writer. By taking risks and embracing mistakes, Elbow hopes the writer may somehow find a hold on the creative process and be able to heighten two mentalities--the production of writing and the revision of it. From students and teachers to novelists and poets, Writing with Power reminds us that we can celebrate the uses of mystery, chaos, nonplanning, and magic, while achieving analysis, conscious control, explicitness, and care in whatever it is we set down on paper.

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,

"We need better approaches to understanding and managing software requirements, and Dean provides them in this book. He draws ideas from three very useful intellectual pools: classical management practices, Agile methods, and lean product development. By combining the strengths of these three approaches, he has produced something that works better than any one in isolation." –From the Foreword by Don Reinertsen, President of Reinertsen & Associates; author of Managing the Design Factory; and leading expert on rapid product development Effective requirements discovery and analysis is a critical best practice for serious application development. Until now, however, requirements and Agile methods have rarely coexisted peacefully. For many enterprises considering Agile approaches, the absence of effective and scalable Agile requirements processes has been a showstopper for Agile adoption. In Agile Software Requirements, Dean Leffingwell shows exactly how to create effective requirements in Agile environments. Part I presents the "big picture" of Agile requirements in the enterprise, and describes an overall process model for Agile requirements at the project team, program, and portfolio levels Part II describes a simple and lightweight, yet comprehensive model that Agile project teams can use to manage requirements Part III shows how to develop Agile requirements for complex systems that require the cooperation of multiple teams

Part IV guides enterprises in developing Agile requirements for ever-larger
"systems of systems," application suites, and product portfolios This book will
help you leverage the benefits of Agile without sacrificing the value of effective
requirements discovery and analysis. You'll find proven solutions you can apply
right now–whether you're a software developer or tester, executive,
project/program manager, architect, or team leader.
Apply best practices for capturing, analyzing, and implementing software
requirements through visual models—and deliver better results for your business.
The authors—experts in eliciting and visualizing requirements—walk you through a
simple but comprehensive language of visual models that has been used on
hundreds of real-world, large-scale projects. Build your fluency with core
concepts—and gain essential, scenario-based context and implementation
advice—as you progress through each chapter. Transcend the limitations of text-
based requirements data using visual models that more rigorously identify,
capture, and validate requirements Get real-world guidance on best ways to use
visual models—how and when, and ways to combine them for best project
outcomes Practice the book's concepts as you work through chapters Change
your focus from writing a good requirement to ensuring a complete system
Shelf category: Software Engineering Mastering the Requirements
ProcessSuzanne 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 DeMarcoIt
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 WeinbergThe 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
customerwants, 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 DeMarcoFeatures: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 andJames 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 "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.

Mastering in Music is a cutting-edge edited collection that offers twenty perspectives on the contexts and process of mastering. This book collects the perspectives of both academics and professionals to discuss recent developments in the field, such as mastering for VR and high resolution mastering, alongside crucial perspectives on fundamental skills, such as the business of mastering, equipment design and audio processing. Including a range of detailed case studies and interviews, Mastering in Music offers a comprehensive overview of the foremost hot topics affecting the industry, making it key reading for students and professionals engaged in music production.

The ultimate aim of any recording project is the mass-production of music, whether on CD, cassette, MiniDisc or any of the other media available to the modern recording artist. It is important, therefore, to have the best possible recording in the first place. Basic Mastering shows you how to master and edit

your music so that you end up with a product that would look at home in any record store.

"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.

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 Göknar 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.

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, Seminarium 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

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.

PMBOK®, PRINCE2®, and Scrum are today's three most widely recognized project management standards. The most successful project managers know how to draw on all three, and often combine them to deliver their projects more effectively and efficiently. In Mastering Principles and Practices in PMBOK, Prince2, and Scrum, Jihane Roudias shows project managers how these methods complement each other, how to integrate them, and how to troubleshoot projects involving any or all of them. Roudias illuminates core project concepts, processes, and areas of knowledge in each methodology, guides you in synthesizing them, and reviews the types of difficulties you may encounter in each project process. Drawing on extensive personal experience, Roudias also emphasizes the importance of project risk management, monitoring, and evaluation systems – and demonstrates how to use them to make timely and informed decisions at every stage of your project. For every project management practitioner and student pursuing PMBOK/PMI, PRINCE2, and/or Scrum certification, or seeking to use these methodologies together to achieve better project performance.

'After a number of years teaching writing courses and appearing at writers' conferences, I began to see that creating a process book utilising one of my novels as an example of each step of my process might prove useful to people who are interested in novel writing or in how this individual writer approaches the complicated task of putting together a British crime novel.' 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 a master class in the art and science of crafting a novel, sharing her wealth of experience with would-be novelists, and with crime fiction fans. Using her actual work to illustrate the various steps of novel writing that she explores in this book, she illustrates her points about plotting, characterisation and technique with great clarity and generosity. Drawing from her personal photos, early notes, character analyses, and rough drafts for every stage of her novel Careless in Red, George offers us an intimate look at the procedures she follows, from researching location to imagining plot to

creating characters to the actual writing and revision processes themselves. At the same time, she gives invaluable advice for writers about what has worked for her - and what hasn't. Mastering the Process provides writers with 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 at the top of her game. Elizabeth George has taught creative writing both nationally and internationally for over thirty years and is the author of Write Away, described as 'one novelist's approach to fiction and the writing life'.

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 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.

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

Mastering Corda provides you with a consistent, linear, and paced path to learning Corda and building modern enterprise-grade decentralized applications. Using this book, anyone from a complete blockchain beginner to an experienced blockchain or enterprise architect can rapidly understand and write applications like a pro while exploring the technical nuances and intricacies of the Corda platform. Corda is designed for use cases such as finance and investments, supply chain, healthcare, trade finance, insurance, and real estate that require a high-volume of transactions, scalability, and data privacy. If you have basic Java skills, this book will help you understand blockchain and show how you can get started immediately and be involved in the disruption of the future. With this book, you will: Understand Corda's value proposition and alignment with business strategies--particularly relevant to business executives and architects Dive deep into Corda's architecture and blockchain fundamentals Rapidly gain extensive knowledge of and hands-on experience with building Corda applications Compare and contrast Corda with Bitcoin, Ethereum, and Hyperledger Effectively prepare for the Corda certification exam and job interviews involving blockchain Perform data analytics and machine learning on Corda nodes

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