



Don't Just Roll the Dice

A usefully short guide to software pricing

Neil Davidson



Dont Just Roll The Dice A Usefully Short Guide To Software Pricing

Tendayi Viki,Dan Toma,Esther Gons



Dont Just Roll The Dice A Usefully Short Guide To Software Pricing:

Don't Just Roll the Dice Neil Davidson, Phil Factor, Michael Pryor, 2009 How do you price your software Is it art science or magic How much attention should you pay to your competitors This short handbook will provide you with the theory practical advice and case studies you need to stop yourself from reaching for the dice Table of Contents Chapter 01 Some but not too much Economics Chapter 02 Pricing Psychology What is your product worth Chapter 03 Pricing Pitfalls Chapter 04 Advanced Pricing Chapter 05 What your price says about you and how to change it Why read this book At Business of Software 2007 Michael Pryor held an impromptu session on how to price your software So many people turned up and so many people kept on arriving that by the time they d introduced themselves there was no time left to talk about software pricing I ve had similar experiences in fact How do I price my software is probably the most common question I m asked by software entrepreneurs and product managers This handbook is an attempt to answer that question Neil Davidson Author About the Author Neil Davidson is co founder and joint CEO of Red Gate Software Red Gate was founded in 1999 and now employs some 150 people It was Cambridge News business of the year in 2006 and has been in the Sunday Times top 100 companies to work for three years running It was founded with no VC money and little debt Neil is also founder of the annual Business of Software conference and runs the Business of Software social network **The Grid** Matt Watkinson, 2017-08-24

_____ This ground breaking book from award winning author MATT WATKINSON reveals the fundamental inseparable elements behind the success of every business The Grid provides the mental scaffolding to help you Evaluate and refine product and service ideas Reduce risk by considering the broader impact of strategic decisions Identify the root causes of business challenges Anticipate the impact of changes in the market and turn them to your advantage Collaborate more effectively across teams Combining practical guidance with real world examples The Grid will bring clarity and confidence to your business decision making _____ The Grid provides you with a simple way to look at the complex system which is your business With the possible exception of Warren Buffett everyone needs to read this book RORY SUTHERLAND VICE CHAIRMAN OGILVY GROUP The Grid provides a systematic framework for looking at virtually all the critical aspects of your business and maybe more valuable at how each affects the others It ll be a rare reader who doesn t come away with fresh useful insights into his or her enterprise WALTER KEICHEL III author of The Lords of Strategy Matt Watkinson distils strategic know how into nine ingenious perspectives and with the use of clever examples shows us how to apply this technique of thinking to any business problem or market opportunity An extraordinarily powerful book DR JULES GODDARD author of Uncommon Sense Common Nonsense The Grid presents a unique joined up approach to decision making revealing both the holistic nature of business and all the key elements a business must consider I can safely say that if you only read one business book in your life it should be The Grid PHILIP ROWLEY Chief Finance Officer Sony Pictures Entertainment

On Startups: Advice and Insights for Entrepreneurs Dharmesh Shah, 2012-12-09 Note from the Author Hi my name

is Dharmesh and I'm a startup addict And chances are if you're reading this you have at least a mild obsession as well This book is based on content from the OnStartups.com blog The story behind how the blog got started is sort of interesting but before I tell you that story it'll help to understand my earlier story As a professional programmer I used to work in a reasonably fun job doing what I liked to do write code Eventually I got a little frustrated with it all so at the ripe old age of 24 I started my first software company It did pretty well It was on the Inc 500 list of fastest growing companies three times It reached millions of dollars of sales and was ultimately acquired I ran that first company for over 10 years working the typical startup hours When I sold that company I went back to school to get a master's degree at MIT I've always enjoyed academics and I figured this would be a nice soft landing and give me some time to figure out what I wanted to do with my life As part of my degree requirements I had to write a graduate thesis I titled my thesis On Startups Patterns and Practices of Contemporary Software Entrepreneurs And as part of that thesis work I wanted to get some feedback from some entrepreneurs So I figured I'd start a blog I took the first two words of the thesis title On Startups discovered that the domain name OnStartups.com was available and was then off to the races The blog was launched on November 5 2005 Since then the blog and associated community have grown quite large Across Facebook LinkedIn and email subscribers there are over 300 000 people in the OnStartups.com audience This book is a collection of some of the best articles from over 7 years of OnStartups.com The articles have been topically organized and edited I hope you enjoy them

La startup corporativa
Tendayi Viki, Dan Toma, Esther Gons, 2022-02-03 Este libro obtuvo el premio CMI Management Book of the Year Award 2018 en la categoría de innovación y emprendimiento Una lectura clave para los líderes que describe cómo innovar de manera efectiva para el futuro e impulsar el crecimiento mientras se ejecuta el negocio principal Alex Osterwalder coautor de Business Model Generation y Value Proposition Design y cofundador de Strategyzer Las grandes empresas necesitan innovar o morir La pregunta es cómo Las empresas necesitan un libro de jugadas un proceso mediante el cual pueden iniciar el proceso de transformación de sus organizaciones en motores de innovación La startup corporativa es ese libro de jugadas Proporciona una metodología probada que aplica los principios de Lean Startup y más para construir una cultura de innovación Ben Yoskovitz coautor de Lean Analytics and socio fundador de Highline BETA

Preismanagement Hermann Simon, Martin Fassnacht, Anna-Karina Schmitz, 2024-12-01 Dieses Buch ist das weltweit umfassendste und aktuellste Werk zum Thema Preismanagement welches eine immer stärkere Aufmerksamkeit erfährt Dahinter steht die Erkenntnis dass der Preis der effektivste und schnellste Gewinnstreiber ist Pricing Power wird zudem als wichtigste Determinante des Wertes von Unternehmen angesehen Digitalisierung Künstliche Intelligenz Nachhaltigkeit Inflation E Commerce und institutionelle Rahmenbedingungen verändern Anforderungen und Wirkmöglichkeiten des Preismanagements In der 5. Auflage vollständig bearbeitet und erweitert garantiert das Autorenteam durch seine Expertise eine einzigartige Integration von Theorie und Praxis Preismanagement wird dabei als Prozess betrachtet der in den vier Phasen Strategie Analyse Entscheidung und

Umsetzung abt oft Schwerpunkte des Buches liegen auf Innovation aktuellen Entwicklungen branchentypischen Besonderheiten und praktischer Umsetzung Durchg ngig dienen neueste Forschungsergebnisse Praxisf lle und Erfahrungen des Preisberatungs Weltmarktfrers Simon Kucher der Veranschaulichung und Untermuerung Zus tzliche Fragen per App Laden Sie die Springer Nature Flashcards App kostenlos herunter und nutzen Sie exklusives Zusatzmaterial um Ihr Wissen zu pr fen The fifth edition of this book has been updated and is truly state of the art It is the most comprehensive work in price management Philip Kotler S C Johnson Son Distinguished Professor of International Marketing Kellogg School of Management Northwestern University **Emprende en digital** Alfonso Jesús Torres Marín, 2020-09-29 Probablemente nunca haya habido m s inter s por el emprendimiento que en la actualidad La transformaci n digital de los negocios y de la sociedad est cambiando la realidad y el emprendimiento tambi n se encuentra sometido a dicha transformaci n Ahora se puede emprender m s r pido m s barato m s f cilmente con m s posibilidades de colaboraci n y siendo m s efectivo El objetivo de este libro es ayudarte a triunfar como emprendedor digital Para ello es fundamental que adem s de tener una buena idea dispongas de los conocimientos adecuados para dise ar y validar tu modelo de negocio digital Este libro te ayudar a comprender las oportunidades y amenazas a las que te enfrentas como emprendedor digital en la actualidad as como los distintos mecanismos de generaci n de ingresos y de ideas de negocio existentes Adem s en l encontrar s los modelos de dise o y validaci n de negocios m s aplicados por las startups en nuestros d as el lienzo de modelo de negocio Osterwalder el modelo ABC Allen el modelo de Desarrollo de Clientes Blank la metodolog a Lean Startup Ries el m todo Lean Canvas Maurya y la metodolog a de los 24 pasos Aulet               <

Guia da Startup Joaquim Torres, 2014-04-16 Aprenda as melhores técnicas para criar o seu produto web e fazer ele render dinheiro o mais rápido possível com o Guia da Startup Da mesma maneira que diversas empresas de sucesso fizeram como a Caelum e a Locaweb invista em suas ideias um guia que vai apresentar vários conceitos para ajudar você a criar e a gerenciar um produto de software rentável Ou seja um software que preste algum serviço que gere dinheiro suficiente para pagar as próprias contas de desenvolvimento e operação e ainda sobrar algum dinheiro no seu bolso **THE CORPORATE STARTUP**

yang dramatis Jika jajaran pemimpin perusahaan sampai tak menyadari betapa perubahan perubahan ini berdampak pada bisnisnya mereka pasti sedang dalam penyangkalan yang sedemikian rupa Pura pura tidak melihat bukan lagi pilihan yang bisa diambil Pimpinan perusahaan harus mulai merespons Inovasi tidak lagi bisa dianggap sebagai kerja sampingan Inovasi adalah cara untuk berbisnis di abad ke 21 dan merupakan penentu bagi pertumbuhan yang berkelanjutan Kenyamanan dalam status quo memang bisa menjadi kelemahan Jajaran pemimpin di perusahaan sukses bisa menjadi penyangkal perubahan iklim Maksudnya mereka bisa melihat perubahan yang terjadi di dunia bisnis tapi mereka menyangkal hal tersebut berpengaruh pada perusahaannya Penyangkalan ini paling kuat ketika perusahaan mereka masih baik baik saja Kebanyakan perusahaan besar yang sukses fokusnya adalah pada produk produk utama yang memiliki pendapatan dan keuntungan tinggi Jika saat ini perusahaan masih memperoleh keuntungan yang besar dari produk produk yang ada maka rasa puas diri dari kesuksesan tersebut bisa menimbulkan titik buta Terlalu sederhana jika hanya menyarankan agar perusahaan perusahaan tersebut bertindak layaknya startup Perusahaan besar bukanlah startup dan mereka tidak harus berkembang menjadi startup Banyak perusahaan besar yang pernah bekerja sama dengan kami mengeluh bahwa harapan agar mereka bertindak sebagai startup tidaklah realistis mengingat pekerjaan sehari hari mereka adalah menjalankan perusahaan yang sudah telanjur sukses dan berkeuntungan besar Buku ini terdiri atas dua bagian Bagian I menyajikan lima prinsip dasar yang bisa digunakan oleh perusahaan mapan untuk membangun ekosistem inovasinya Bagian II membahas bagaimana ekosistem ini dihidupkan melalui praktik inovasi Buku ini membahas tentang cara mengembangkan mengelola dan memelihara inovasi dalam lingkup perusahaan yang mapan Target utama buku ini adalah organisasi besar dan menengah walaupun pengetahuan yang sama bisa berguna juga bagi perusahaan kecil dan startup Jika Anda merasa memiliki ciri ciri berikut ini maka buku ini tepat untuk Anda baca

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