Beyond Numbers: Gatekeeper Effects and Just-in-Time Publishing

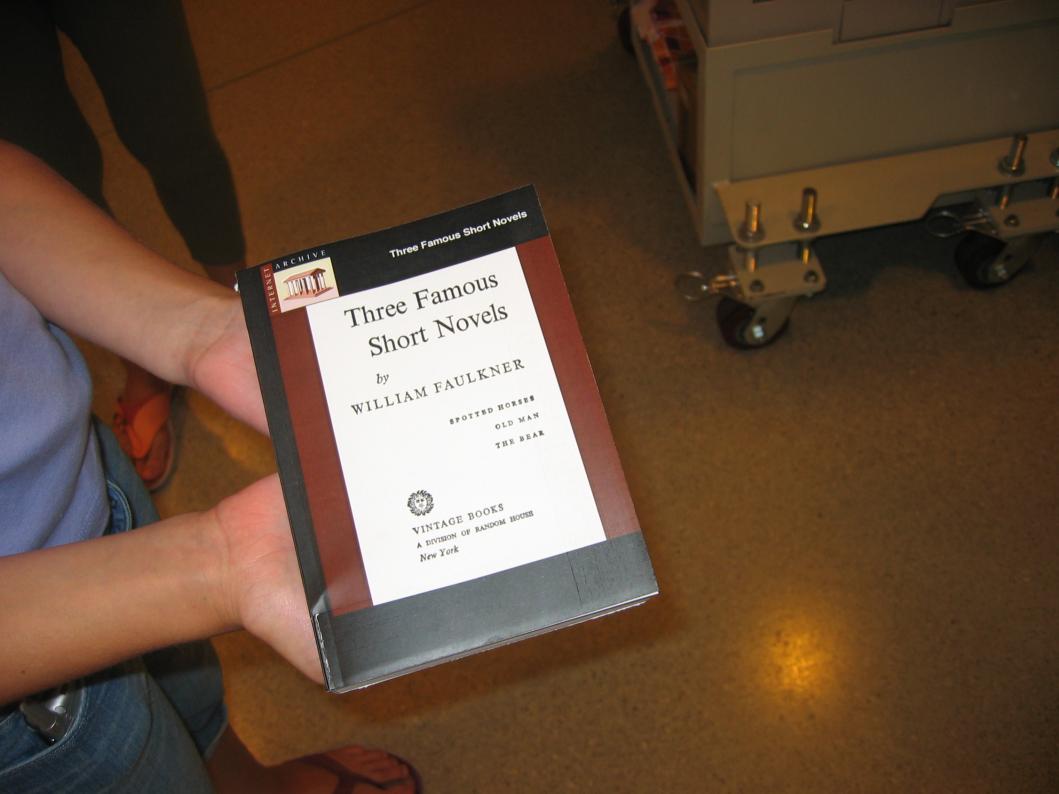
Karl Fogel kfogel@questioncopyright.org













Yes, it's kind of big.



Yes, it's kind of big.

How big?



Length: $8\frac{1}{3}$ ft Depth: 5 ft Height: 5 ft



Length: $8\frac{1}{3}$ ft Depth: 5 ft Height: 5 ft

\$300-\$1000 sq/ft



\$300-\$1000 sq/ft → \$30,000.00



Length: $8\frac{1}{3}$ ft Depth: 5 ft Height: 5 ft

\$300-\$1000 sq/ft → \$30,000.00

\$3.50 (= 350 pages @ 1¢)
~10 min/book = 48 books/day



Length: $8\frac{1}{3}$ ft Depth: 5 ft Height: 5 ft

\$300-\$1000 sq/ft → \$30,000.00



\$300-\$1000 sq/ft → \$40,000.00



\$300-\$1000 sq/ft → \$30,000.00



\$300-\$1000 sq/ft → \$40,000.00





appx \$10.00 base cost

\$300-\$1000 sq/ft → \$40,000.00

Depth: 5 ft Height: 5 ft

Length: 8¹/₃ ft

- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation



- Higher base means lower incidentals
 - "YALO"
 - <mark>a</mark>
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation



- Higher base means lower incidentals
- Real-time market information
 - Print two, they're small!
 - Anticipate demand during idle time
 - Sell market information to large-scale publishers
 - Used bookstores become the norm
- Sensitive to customer preferences
- Reader-author, reader-reader participation



- Higher base means lower incidentals
- Real-time market information
 - Print two, they're small!
 - Anticipate demand during idle time
 - Sell market information to large-scale publishers
 - Be a large-scale publisher
 - Used bookstores become the norm
- Sensitive to customer preferences
- Reader-author, reader-reader participation



- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
 - Get it in the font you want.
 - Get it at the quality you want.
 - "Staff Picks" → "Customer Picks"
- Reader-author, reader-reader participation



- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation
 - Fan fiction
 - Translations
 - Grass-roots anthologization
 - Abridgements (authorized and unauthorized)
 - Handicapped access that tracks reality



Economic Models

- Look at the first 100 years of printing...
- ...then subtract the problems:
 - the Net defeats plagiarism
 - the Net promotes reliability
- Information is better than control
- "Free" is a platform for selling authenticity























© Mark Helprin







a Mark Helprin <u>Subscribers</u>

Wang Ling Madeleine Smith Joe Orton Greg Hudson Marie Fitzpatrick Daniel Stenberg Amy Pilato Kevin Pilch-Bisson Philip Martin Justin Erenkrantz Garrett Rooney Blair Zajac Karen Underhill Nuutti Kotivuori Isabel Ringing Jim Blandy Frances Collins The Ford Foundation Greg Hudson Brian W. Fitzpatrick Daniel Stenberg C. Michael Pilato Philip Martin Justin Erenkrantz Garrett Rooney Blair Zajac Sander Striker Nuutti Kotivuori David Kimdon Shirley Yujest

Etc, etc, etc... Etc, etc, etc...



The Balanced Buyout System

Anno Ottavo

Annæ Reginæ.

An Act for the Encouragement of Learning, by Vefting the Copies of Printed Books in the Authors or Purchafers of fuch Copies, during the Times therein mentioned.

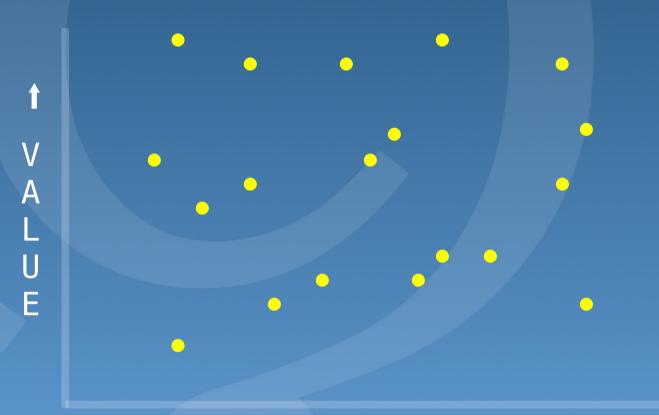


Perlons have of the frequently taken the Liberty of Pyinting, Repinting, and Publishing, og cauling to be Pyint-ed, Repinted, and Publicher Books, and other Wiltings, bithout the Con-

The second seco



The Balanced Buyout System



$C O N T R O L \rightarrow$

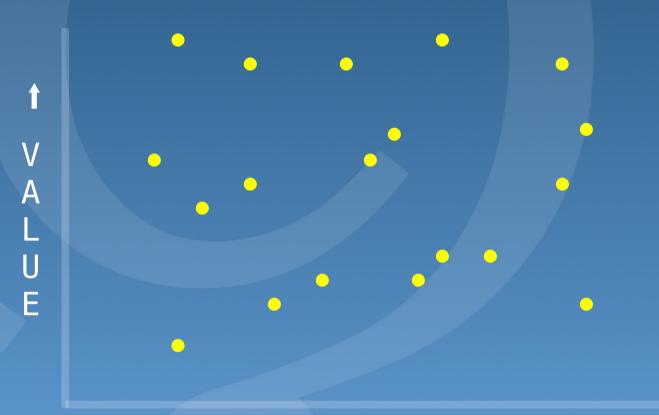




$C O N T R O L \rightarrow$



The Balanced Buyout System



$C O N T R O L \rightarrow$



The Balanced Buyout System ↑ V Α U Е

$C O N T R O L \rightarrow$







fundable.org pledgebank.com propagateltd.com digitalartauction.com micropledge.com



fundable.org pledgebank.com propagateltd.com digitalartauction.com micropledge.com strayform.com







What are publishers?



What are publishers?

endorsing authorities



What are publishers?

endorsing authorities

authenticity providers



The "Author-Approved" Mark

a Mark Helprin <u>Subscribers</u>

Wang Ling Madeleine Smith Joe Orton Greg Hudson Marie Fitzpatrick Daniel Stenberg Amy Pilato Kevin Pilch-Bisson Philip Martin Justin Erenkrantz Garrett Rooney Blair Zajac Karen Underhill Nuutti Kotivuori Isabel Ringing Jim Blandy Frances Collins The Ford Foundation Greg Hudson Brian W. Fitzpatrick Daniel Stenberg C. Michael Pilato Philip Martin Justin Erenkrantz Garrett Rooney Blair Zajac Sander Striker Nuutti Kotivuori David Kimdon Shirley Yujest

Etc, etc, etc... Etc, etc, etc...

http://www.questioncopyright.org/author_approved_mark



Attribution Conventions

copyright = trademark

copyright violation *≠* plagiarism



More Fries With That...

Version control, snapshots

- worldwidelexicon.org
- Panning for gold in fan fiction

- Christopher Tolkien's missed opportunity

- Don't manufacture...
- ...harvest instead!



Volunteer Translation: A Case Study





producingoss.com

O'REILLY*

HOW TO RUN A SUCCESSFUL FREE SOFTWARE PROJECT



Karl Fogel

producing

software

open source

"Producing Open Source Software"





HOW TO RUN A SUCCESSFUL FREE SOFTWARE PROJECT

"Producing Open Source Software"

Open Licence → Open Community

O'REILLY*

producingoss.com





Producing Open Source Software is a book about the human side of open source development. It describes how successful projects operate, the expectations of users and developers, and the culture of free software. It is available in bookstores and from the publisher (<u>O'Reilly Media</u>), or you can browse or download it here. Producing Open Source Software is released under an <u>open copyright</u> that allows everyone to share and modify the book freely. The latest version is always here. The online version is the same as the commercially available print version — in other words, you can buy a printed copy and know that it's up-to-date. When and if there are significant differences, we will list them here.

<u>Read online as multiple HTML pages (faster to load)</u>
 Read online as a single HTML page (slower to load)

• <u>Read reviews of this book</u>

- Order it from O'Reilly Media
- Visit the book's version control repository

○ Download PDF

Download all formats at once (XML, HTML, PDF)

Download RocketBook



Translations under way! (click here for more info)

0

	Producing Open Source Software is a book about the human side of open source development. It describes how successful projects operate, the expectations of users and developers, and the culture of free software. It is available in bookstores and from the publisher (<u>O'Reilly Media</u>), or you can browse or download it here. Producing Open Source Software is released under an <u>open copyright</u> that allows everyone to share and modify the book freely. The latest version is always here. The online version is the same as the commercially available print version — in other words, you can buy a printed copy and know that it's up-to-date. When and if there are significant differences, we will list them here.					
	 ○ <u>Read online as multiple HTML pages (faster to load)</u> ○ <u>Read online as a single HTML page (slower to load)</u> 					
	 <u>Read reviews of this book</u> <u>Order it from O'Reilly Media</u> <u>Order it from O'Reilly Media</u> <u>Download all formats at once (XML, HTML, PDF)</u> <u>Visit the book's version control repository</u> <u>Download RocketBook</u> 					
е						

Done



People are already at work translating *Producing Open Source Software* into other languages. If you'd like to start or help with a translation, please <u>let me know</u>. We'll give you commit access to the <u>book's repository</u> and put you on a mailing list with other translators. Our goal is to make it as easy as possible for you to translate, and we'll continue to host the translation here after it's done.

- <u>Deutsch (German)</u> Manuel Barkhau, Sebastian Menge
- 日本語 (Japanese) 高木 正弘 (TAKAGI Masahiro), Takaoka Yoshinari
- Español (Spanish)

Rafael Martilotti, Alejandro Ayuso, Francisco Urbano García, José Manuel Puerta Peña, Pedro Andrés Bonilla Polo, Christian López Espínola

 Français (French) Étienne Savard, Bertrand Florat



Producing Open Source Software

Producing Open Source Software

How to Run a Successful Free Software Project

Karl Fogel

Copyright © 2005, 2006, 2007 Karl Fogel, under a CreativeCommons Attribution-ShareAlike (3.0) license

Dedication

This book is dedicated to two dear friends without whom it would not have been possible: Karen Underhill and Jim Blandy.

Table of Contents

Preface <u>Why Write This Book?</u> <u>Who Should Read This Book?</u> <u>Sources</u> <u>Acknowledgments</u> Next



オープンソースソフトウェアのつくりかた

オープンソースソフトウェアのつくりかた

フリーソフトウェアプロジェクトを成功させるコツ

Fogel Karl [FAMILY Given]

(著者)

高木 正弘 [FAMILY Given]

(翻訳者)

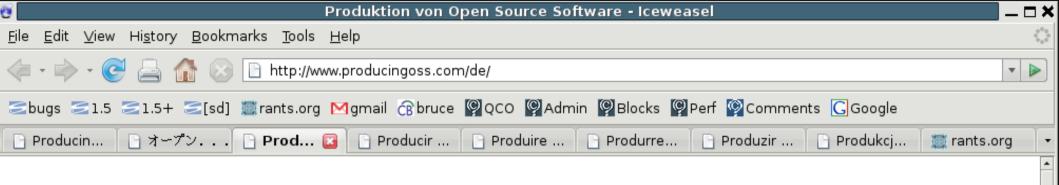
Takaoka Yoshinari [FAMILY Given]

(翻訳者)

製作著作 © 2005, 2006, 2007 Karl Fogel, 高木正弘, Yoshinari Takaoka, under a CreativeCommons Attribution-ShareAlike (表示・継承) license (3.0)

謝辞

次のペ-



Produktion von Open Source Software

Produktion von Open Source Software

Wie man ein erfolgreiches freies Software Projekt führt

Karl Fogel

(Author)

Manuel Barkhau

(Deutsche Übersetzung)

Sebastian Menge

(Deutsche Übersetzung)

Copyright © 2005, 2006, 2007 Karl Fogel, Manuel Barkhau, Sebastian Menge, unter einer CreativeCommons Lizenz (BY-SA 3.0). Sie dürfen den Ihnalt vervielfältigen verbreiten und bearbeiten, unter der Bedingung, dass Sie den Namen des Authors nennen und abgeleitete Werke unter der gleichen Lizenz stellen.

Widmuna

Weiter



Producir	[.] Software	de	Código	Abierto
----------	-----------------------	----	--------	---------

Producir Software de Código Abierto

Como Llevar a Buen Puerto un Proyecto de Código Libre

Karl Fogel (Author) Rafael Martilotti (Translator) Alejandro Ayuso (Translator) José Manuel Puerta Peña (Translator) Pedro Andrés Bonilla Polo (Translator) Siguiente



Produire un Logiciel Libre

Produire un Logiciel Libre

Comment Diriger avec Succès un Projet de Logiciel Libre

Karl Fogel

(Auteur)

Étienne Savard

(Traducteur)

Bertrand Florat

(Traducteur)

Copyright © 2005, 2006, 2007 Karl Fogel, Étienne Savard, Bertrand Florat, sous une licence CreativeCommons Paternité - Partage des Conditions Initiales à l'Identique (3.0)

Dédicace

Suivant

Optimize For Participation

- Make it easy and they will come
- Ensure accurate attribution
 - No monopolies on content
 - Exclusive monopoly on attribution
- Consensus vs divergence

You can do this much better than I did it...





オープンソースソフトウェアのつくりかた

オープンソースソフトウェアのつくりかた

フリーソフトウェアプロジェクトを成功させるコツ

Fogel Karl [FAMILY Given]

(著者)

高木 正弘 [FAMILY Given]

(翻訳者)

Takaoka Yoshinari [FAMILY Given]

(翻訳者)

製作著作 © 2005, 2006, 2007 Karl Fogel, 高木正弘, Yoshinari Takaoka, under a CreativeCommons Attribution-ShareAlike (表示・継承) license (3.0)

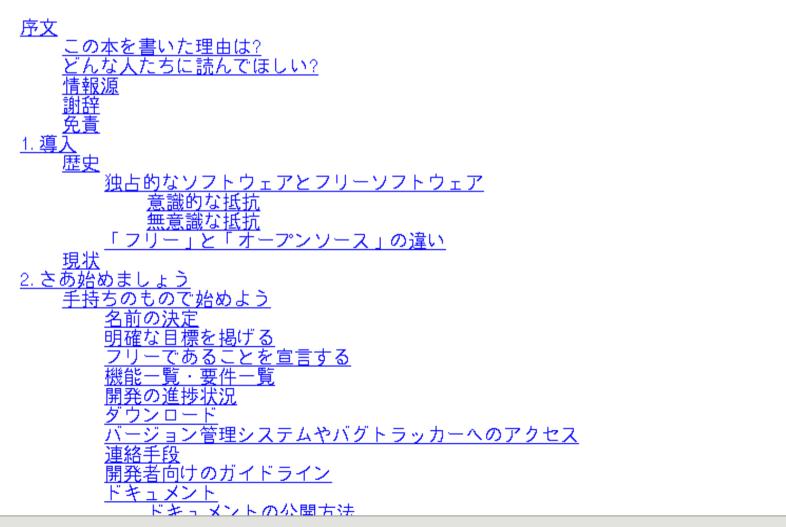
謝辞

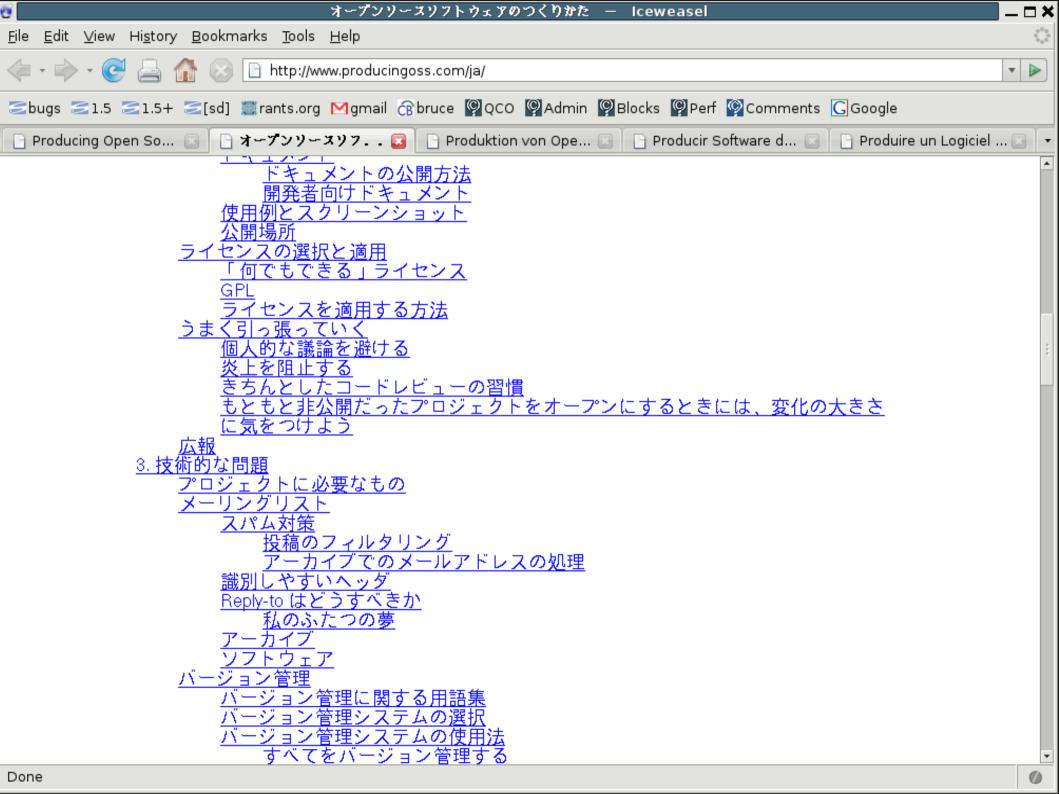
次のペ-

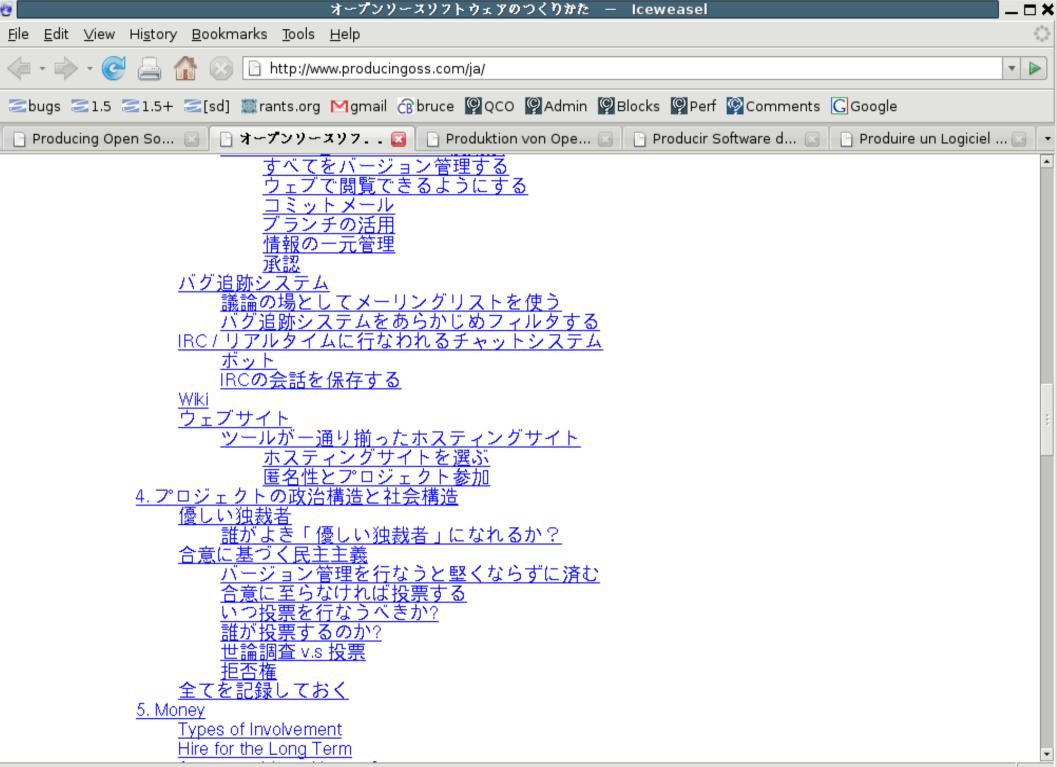


親友である Karen Underhill と Jim Blandy に本書をささげます。 ふたりがいなければ、本書 を完成させることはできなかったでしょう。

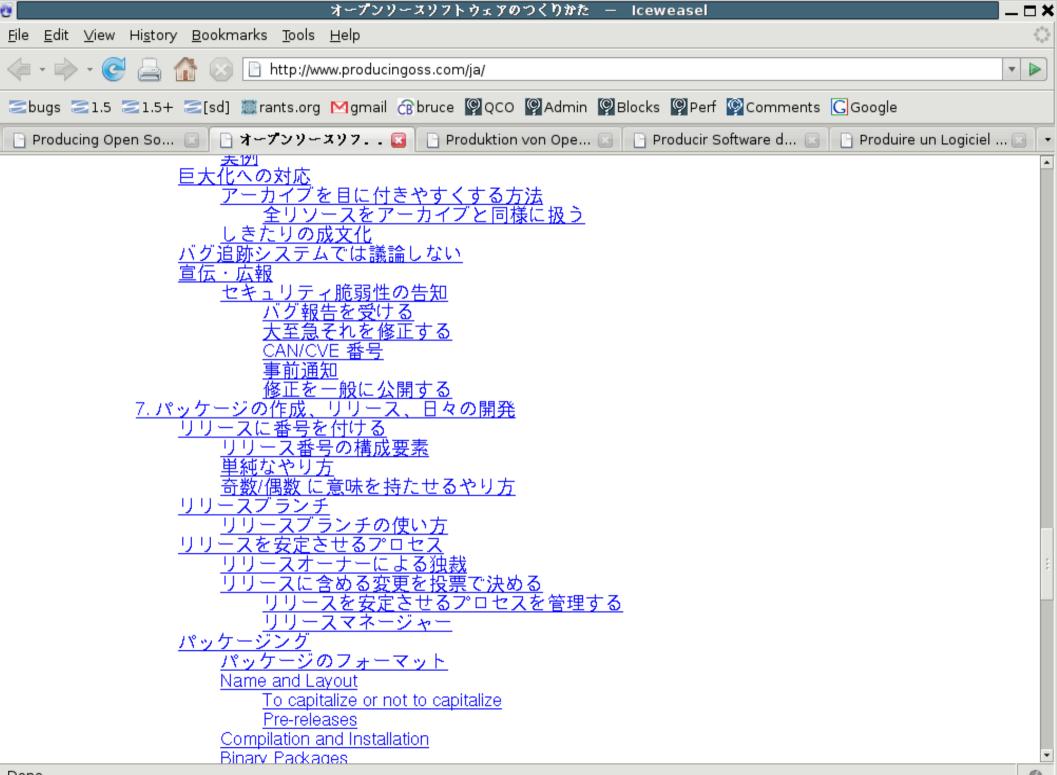
目次

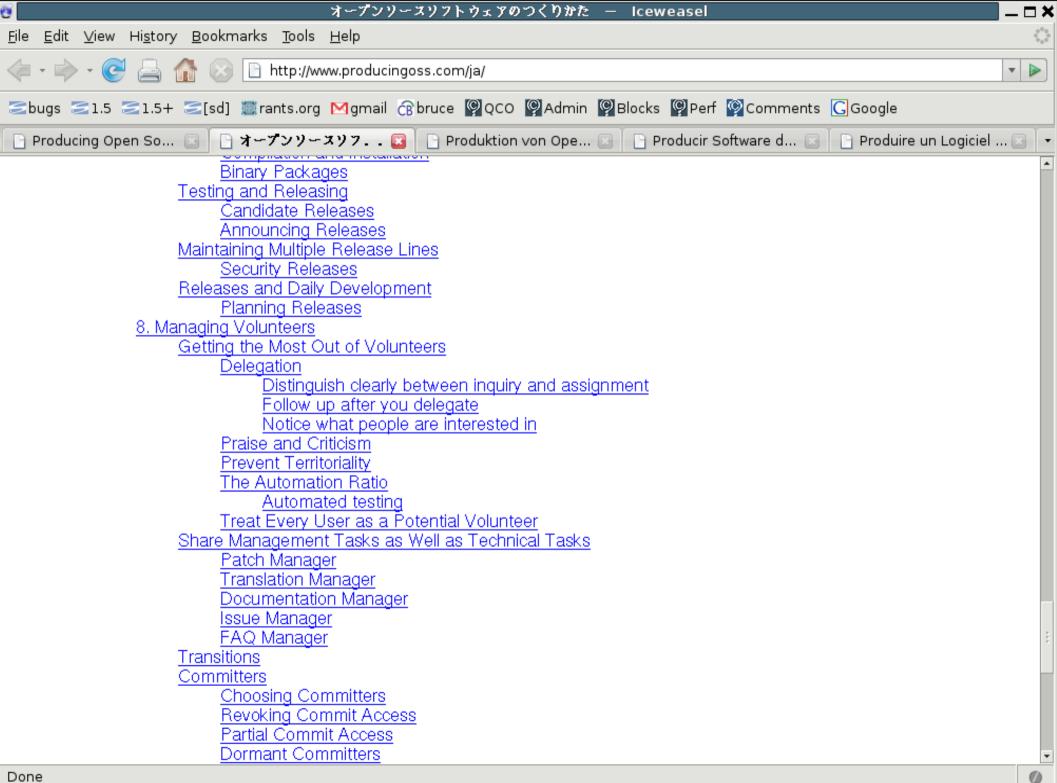


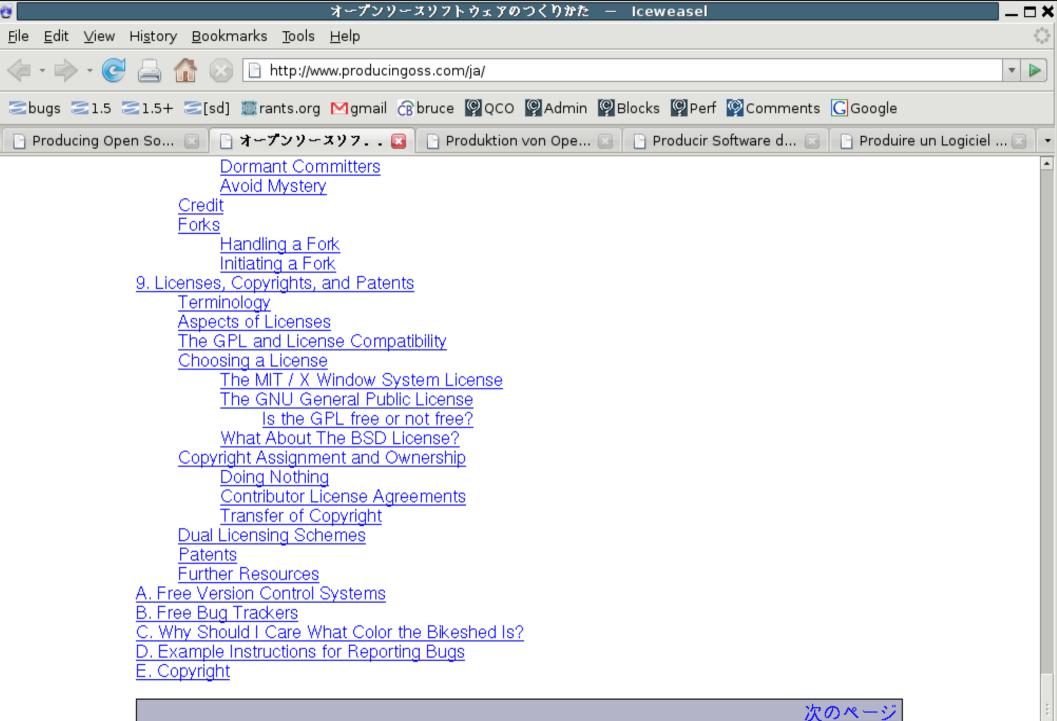




で オープンソースソフトウェアのつくりかた — Iceweasel	×
<u>F</u> ile <u>E</u> dit <u>V</u> iew Hi <u>s</u> tory <u>B</u> ookmarks <u>T</u> ools <u>H</u> elp	\odot
🔶 - 📄 - 💽 🚔 🏠 🛞 🕒 http://www.producingoss.com/ja/	•
≥bugs ≥1.5 ≥1.5+ ≥[sd] rants.org Mgmail @bruce ♀QCO ♀Admin ♀Blocks ♀Perf ♀Comments ⊂Google	
🕒 Producing Open So 🔝 📄 オープンソースソフ 🔯 📄 Produktion von Ope 🔝 📄 Producir Software d 🔝 📄 Produire un Logicie	l 🖂 🗍 🕶
Hire for the Long Term Appear as Mary, Not as One	^
<u>Appear as Many, Not as One</u> Be Open About Your Motivations	
Money Can't Buy You Love	
Contracting	
Review and Acceptance of Changes	
Case study: the CVS password-authentication protocol Funding Non-Programming Activities	
Quality Assurance (i.e., Professional Testing)	
Legal Advice and Protection	
Documentation and Usability	
Providing Hosting/Bandwidth	
Marketing Remember That You Are Being Watched	
Don't Bash Competing Open Source Products	
6. コミュニケーション	
書いたことがすべて	
は、1991年1月1日日本の一 <u>構成や体裁</u> の1991年1月1日日本の1991年1月1日本の1991年1月1日本の1991年1月1月1日本の1991年1月1日日本の1991年1月1日日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日日本の1991年1月1日日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1日本の1991年1月1月1日本の1991年1月1月1日本の1991年1月1月1日本の1991年1月1日本の1991年1月1月1日本の1991年1月1月1日本の1991年1月1月1月1日本の1991年1月1月1日本の1991年1月1月1月1月1日本の1991年1月1月1月1月1日本の1991年1月1月1月1日本の1991年1月1月1月1月1日本の1991年1月1月1日本の1991年1月1月1日本の1991年1月1月1日本の1991年1月1月1月1月1日	1
荷が失礼にあたるのか	
安百 · · · · · · · · · · · · · · · · · · ·	
<u>陥りがちな罠</u>	
<u>目的のない投稿をしない</u> 生産的なスレッドとそうでないスレッド	
<u>工作的なスレットとそうでないスレット</u> 簡単な議題ほど長引く	
宗教論争を回避する	
<u>"ロやかましい少数派"について</u>	
扱いにくい人たち 扱いにくいたたち 扱いにくいたたち。 の対応	
<u>扱いにくい人たちへの対応</u> <u>実例</u>	
	•











Andy Oram

andy@oreilly.com

http://www.oreillynet.com/pub/au/36



Survey:

Why do people contribute information for free?



Eight Reasons for Helping

Community building

Selfcentered

Community Mutual aid Gratitude Informal support (maybe)

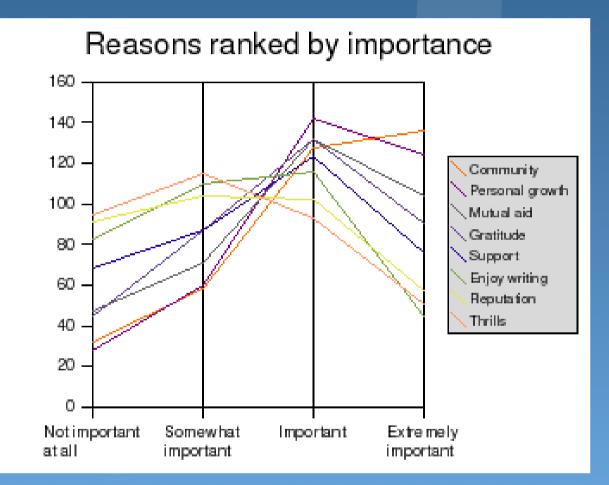
Personal growth Reputation building Informal support (maybe)

The enjoyment of writing Thrills

Fun

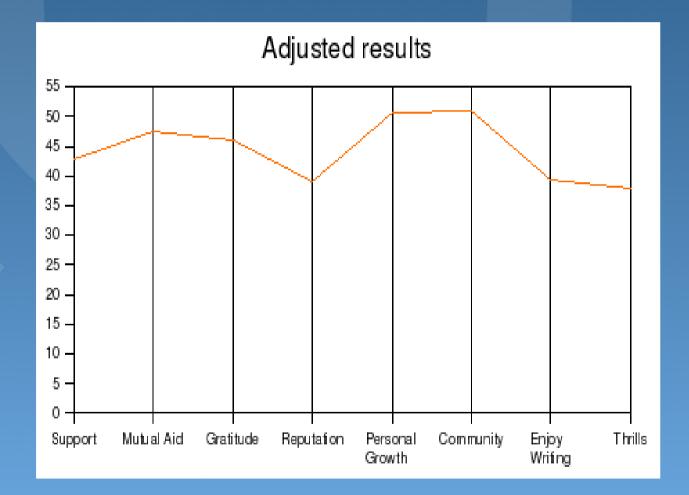


What Reasons Are Most Important?





Number of Ratings for Each Reason



© QuestionCopyright.org

Lessons From Survey

- People are generous and altruistic
- Community-building is the prime motivation
- Reputation is also important



Suggestions for Increasing Participation

- Don't get in the way of people's natural urge to help others
- Consider stronger reputation systems, which might encourage participation by the most knowledgeable members of the community



Study:

How effective are online forums?

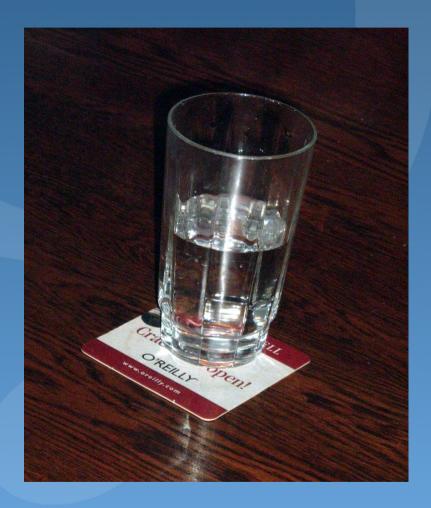


How Many Questions Were Answered?

Unanswered	► Answered
7 Fedora Linux	7
7 Ubuntu Linux	7
7 Rails	7
5 Per	l 9

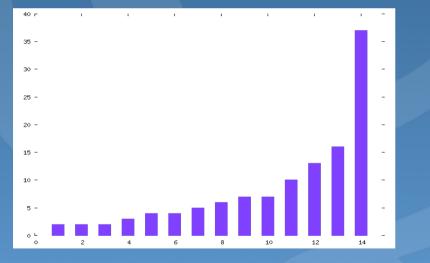


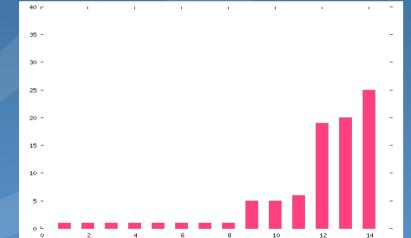
Are the Forums Effective?





Responses to Each Question (Linux)





Answered

Unanswered



Lessons From Study

- Only half of mailing list questions receive successful answers
- Respondents don't invest much effort
- Many people come with insufficient background, and the lists do not provide them with this background



General Lessons

- The community can't do it alone
- Professional, formal material and informal help forums can be a powerful combination, complementing each other
- Effort always proportional to return







Beyond Numbers: Gatekeeper Effects and Just-in-Time Publishing

Karl Fogel kfogel@questioncopyright.org



Beyond Numbers:

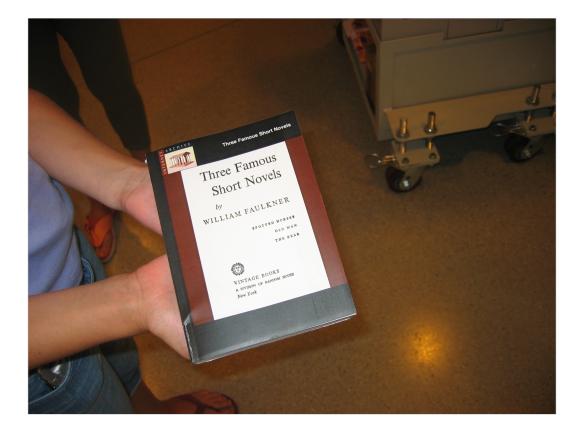
Gatekeeper Effects and Just-in-Time Publishing

Karl Fogel kfogel@questioncopyright.org

© QuestionCopyright.org



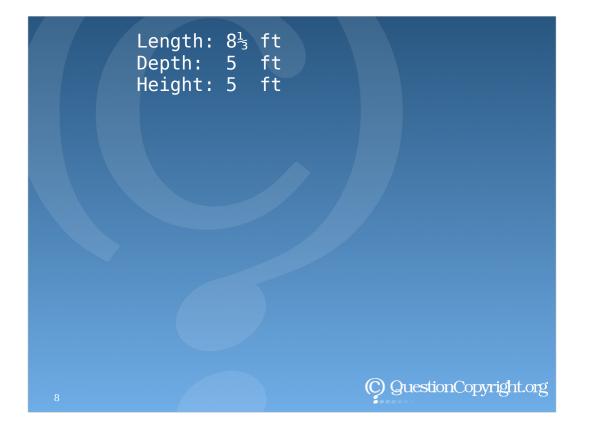


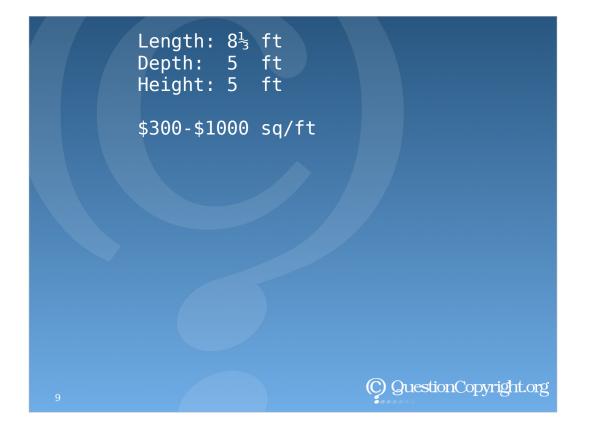




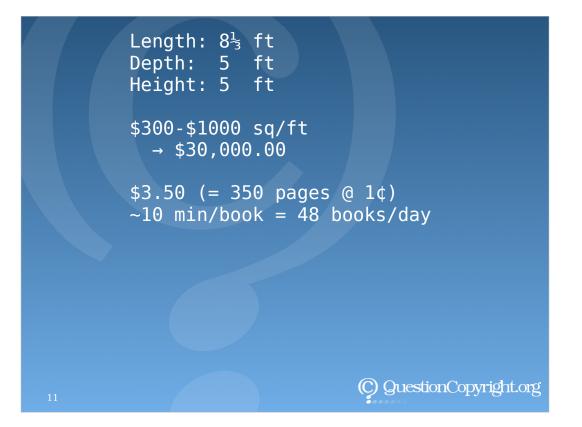


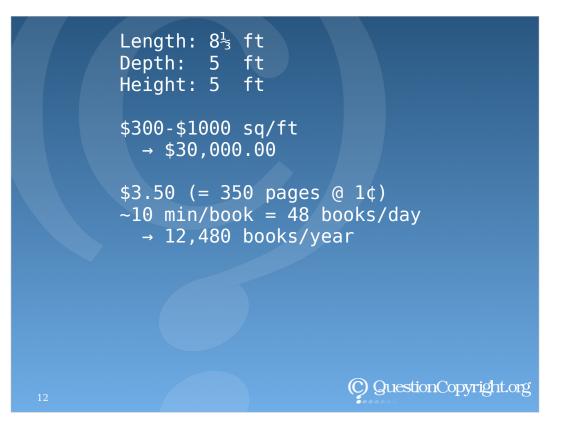


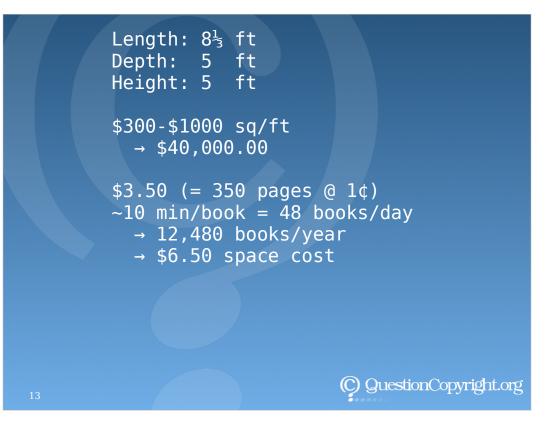












	Length: Depth: Height:	5 ft			
		000 sq/f [.] ,000.00	t		
	~10 min, → 12,4 → \$6.5	= 350 pag /book	48 book s/year cost	s/day	
14			Ģ) QuestionCop	yright.org

De He \$3 \$3	ength: 8 ¹ / ₃ ft epth: 5 ft eight: 5 ft 300-\$1000 sq/ft → \$40,000.00 3.50 (= 350 page 10 min/book = 48 → 12,480 books/ → \$6.50 space c → \$3.50 materia	B books/day Yyear Cost
15		© QuestionCopyright.org

	Length: 8 Depth: 5 Height: 5	5 ft			
	\$300-\$100 → \$40,0				
	<pre>\$3.50 (= 350 pages @ 1¢) ~10 min/book = 48 books/day</pre>				
	appx \$1	.0.00 bas	e cost		
16			© QuestionCopyright.org		

- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation

© QuestionCopyright.org

- Higher base means lower incidentals
 - "YALO"
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation

© QuestionCopyright.org

- Higher base means lower incidentals
- Real-time market information
 - Print two, they're small!
 - Anticipate demand during idle time
 - Sell market information to large-scale publishers
 - Used bookstores become the norm
- Sensitive to customer preferences
- Reader-author, reader-reader participation

(C) QuestionCopyright.org

- Higher base means lower incidentals
- Real-time market information
 - Print two, they're small!
 - Anticipate demand during idle time
 - Sell market information to large-scale publishers
 - Be a large-scale publisher
 - Used bookstores become the norm
- Sensitive to customer preferences
- Reader-author, reader-reader participation

© QuestionCopyright.org

- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
 - Get it in the font you want.
 - Get it at the quality you want.
 - "Staff Picks" → "Customer Picks"
- Reader-author, reader-reader participation

© QuestionCopyright.org

- Higher base means lower incidentals
- Real-time market information
- Sensitive to customer preferences
- Reader-author, reader-reader participation
 - Fan fiction
 - Translations
 - Grass-roots anthologization
 - Abridgements (authorized and unauthorized)
 - Handicapped access that tracks reality



Economic Models

- Look at the first 100 years of printing...
- ...then subtract the problems:
 - the Net defeats plagiarism
 - the Net promotes reliability
- Information is better than control
- "Free" is a platform for selling authenticity















http://www.questioncopyright.org/author_approved_mark

© QuestionCopyright.org



The "Author-Approved" Mark

a Mark Helprin <u>Subscribers</u>

Wang Ling	Jim Blandy	
Madeleine Smith		
	The Ford Foundation	
Greg Hudson	Greg Hudson	
Marie Fitzpatrick	Brian W. Fitzpatrick	
	Daniel Stenberg	
Garrett Rooney		
	Nuutti Kotivuori	

http://www.questioncopyright.org/author_approved_mark

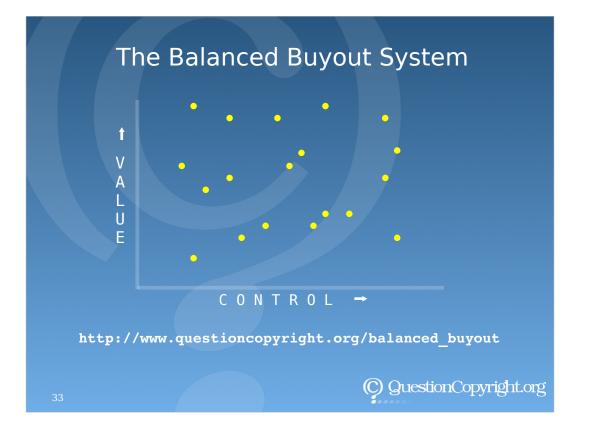
© QuestionCopyright.org

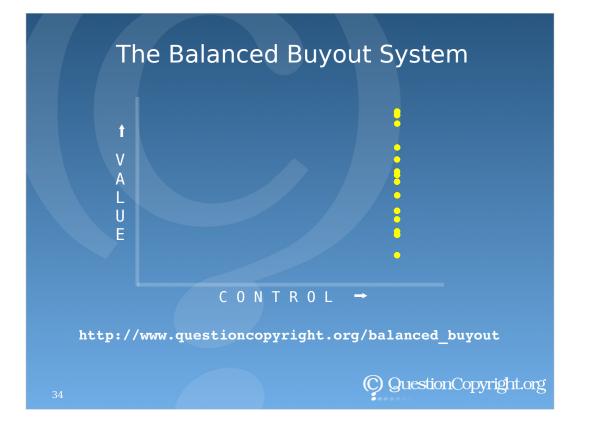
The Balanced Buyout System

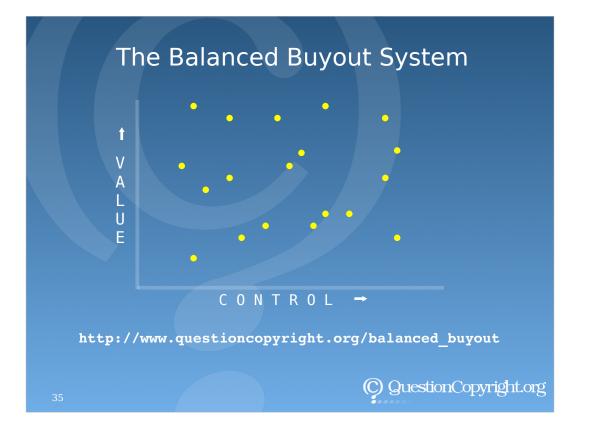


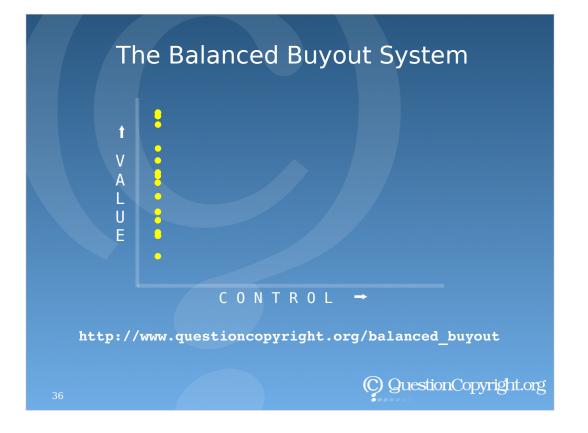
http://www.questioncopyright.org/balanced_buyout

© QuestionCopyright.org











http://www.questioncopyright.org/promise#threshold_pledge

© QuestionCopyright.org

fundable.org pledgebank.com propagateltd.com digitalartauction.com micropledge.com

http://www.questioncopyright.org/promise#threshold_pledge

(C) QuestionCopyright.org

fundable.org pledgebank.com propagateltd.com digitalartauction.com micropledge.com strayform.com

http://www.questioncopyright.org/promise#threshold_pledge

(C) QuestionCopyright.org



http://www.questioncopyright.org/promise#threshold_pledge

© QuestionCopyright.org



What are publishers?

endorsing authorities

What are publishers?

endorsing authorities authenticity providers

The "Author-Approved" Mark

a Mark Helprin <u>Subscribers</u>

Wang Ling	Jim Blandy	
Madeleine Smith		
	The Ford Foundation	
Greg Hudson	Greg Hudson	
Marie Fitzpatrick	Brian W. Fitzpatrick	
	Daniel Stenberg	
Garrett Rooney		
	Nuutti Kotivuori	

http://www.questioncopyright.org/author_approved_mark

© QuestionCopyright.org

Attribution Conventions

copyright *≠* trademark

copyright violation *≠* plagiarism

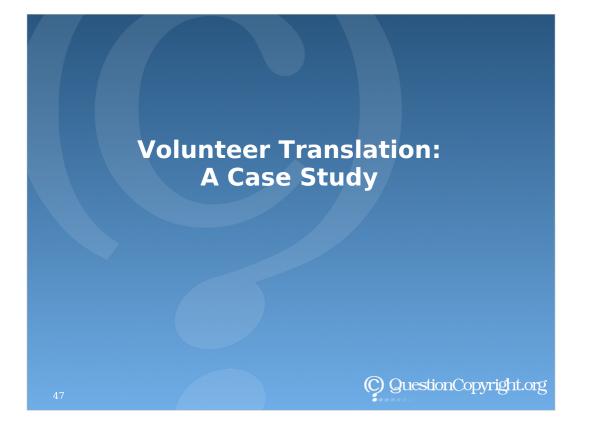
More Fries With That...

Version control, snapshots

- worldwidelexicon.org

Panning for gold in fan fiction

- Christopher Tolkien's missed opportunity
- Don't manufacture...
- ...harvest instead!





"Producing Open Source Software"

O'REILLY*

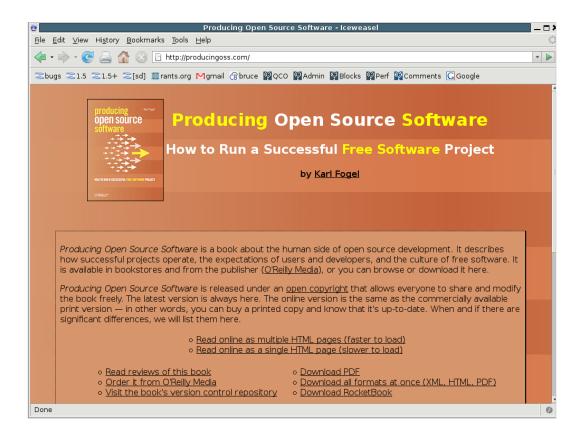
producingoss.com

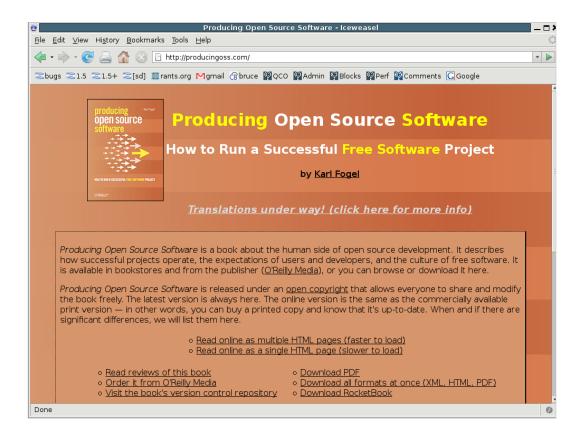


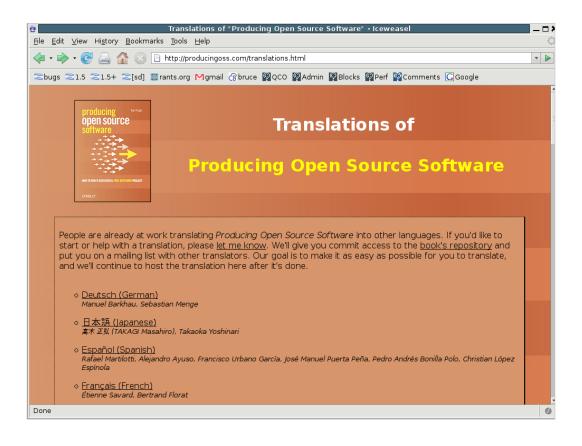
"Producing Open Source Software"

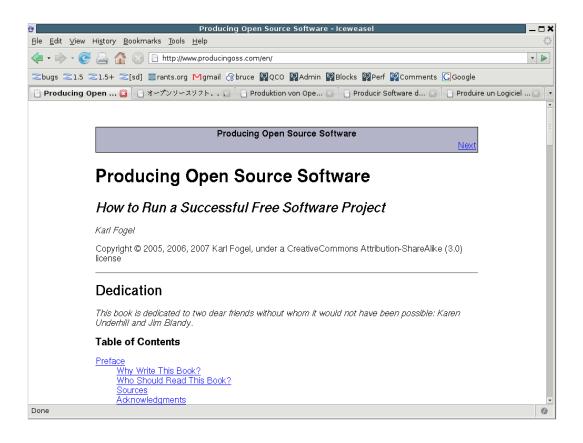
Open Licence → Open Community

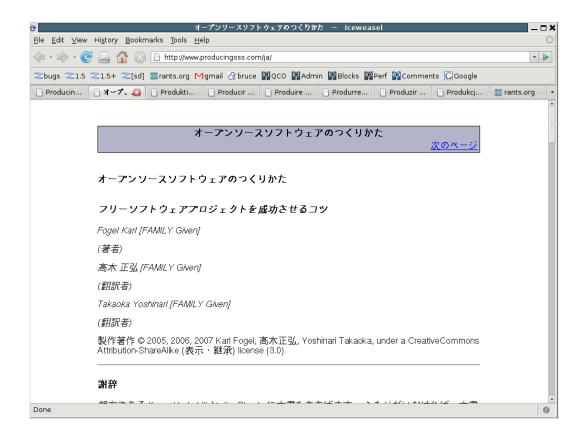
producingoss.com

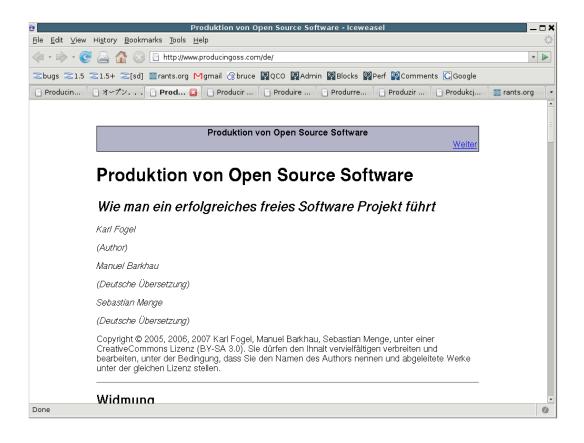


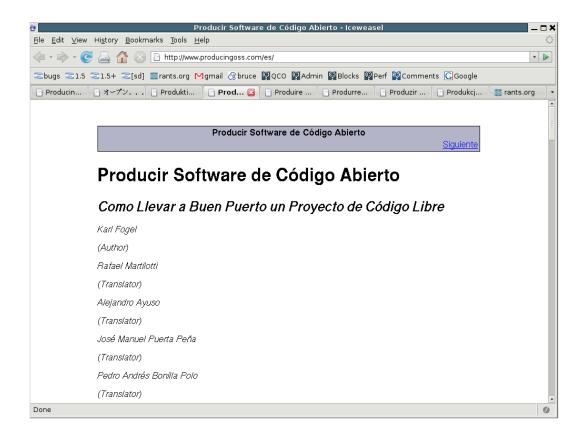


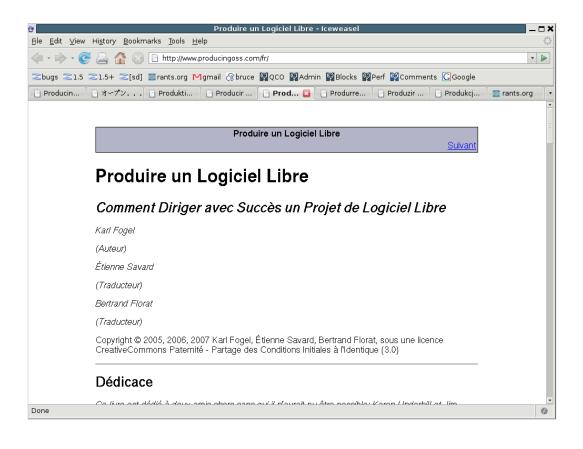








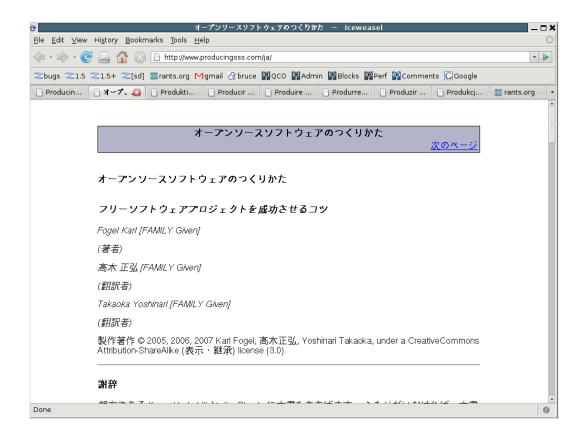


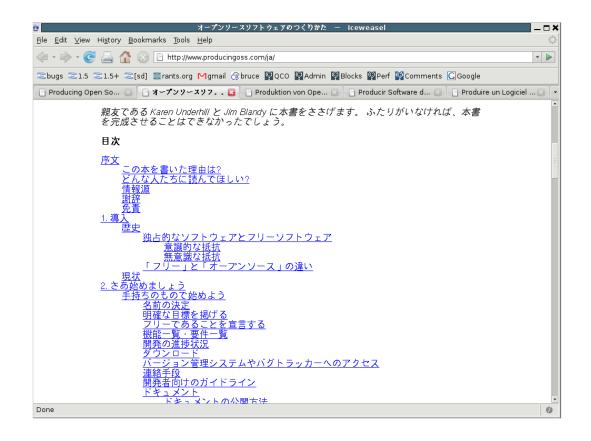


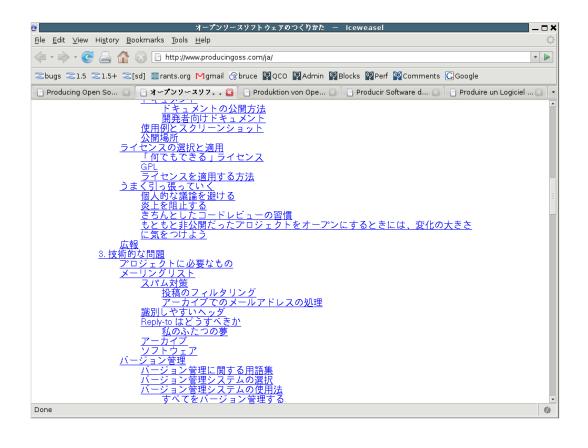
Optimize For Participation

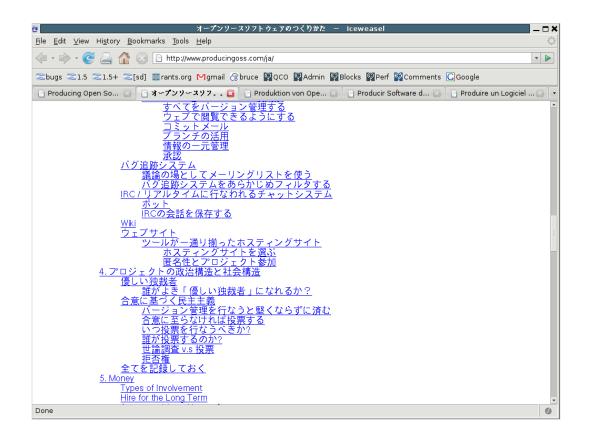
- Make it easy and they will come
- Ensure accurate attribution
 - No monopolies on content
 - Exclusive monopoly on attribution
- Consensus vs divergence

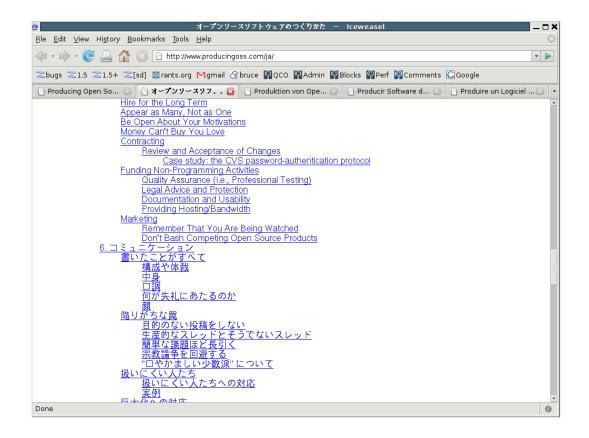
You can do this much better than I did it...

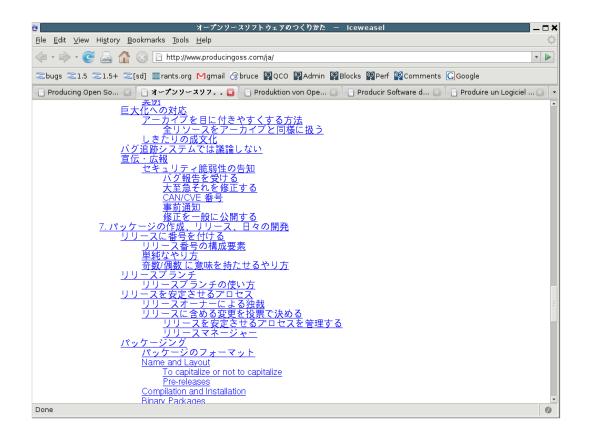


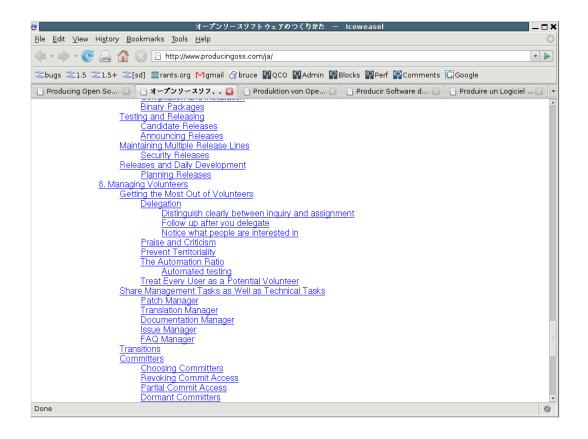


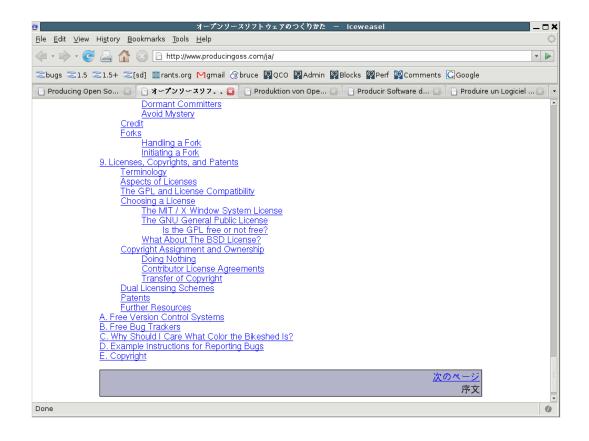












Andy Oram



andy@oreilly.com

http://www.oreillynet.com/pub/au/36

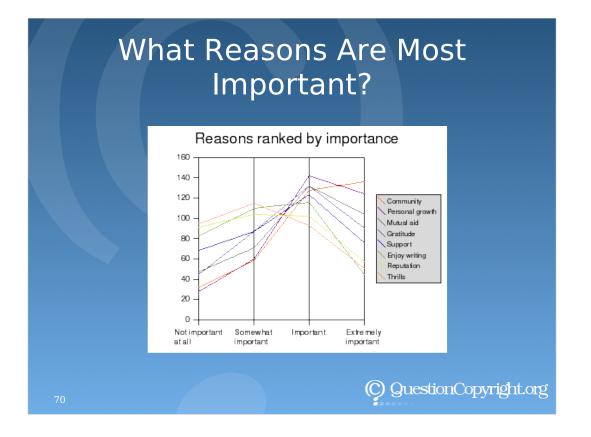
© QuestionCopyright.org

67



Eight Reasons for Helping

Community building	Self- centered	Fun	
Community Mutual aid Gratitude Informal support (maybe)	Personal growth Reputation building Informal support (maybe)	The enjoyment of writing Thrills	
69	(Ç QuestionCopyright.or	g





Personal

Growth

Community

Enjoy Writing Thrills

© QuestionCopyright.org

10 -5 -0 -

Support Mutual Aid Gratitude Reputation

Lessons From Survey

- People are generous and altruistic
- Community-building is the prime motivation
- Reputation is also important

© QuestionCopyright.org



Talk about how when C. Michael Pilato was hired by CollabNet to work on Subversion, he still didn't get commit access until he had posted patches to the mailing list, had them reviewed, and been voted on by the community.



How Many Questions Were Answered?

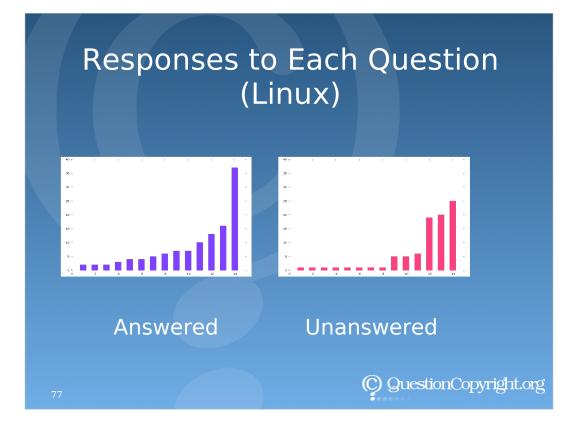
Unanswere	d			► Answered
7		Fedora Linux		7
7		Ubuntu Linux	x	7
7		Rails		7
5		1	Perl	9
75			Ģ	uestionCopyright.org

Are the Forums Effective?



© QuestionCopyright.org

76



Lessons From Study

- Only half of mailing list questions receive successful answers
- Respondents don't invest much effort
- Many people come with insufficient background, and the lists do not provide them with this background

© QuestionCopyright.org

General Lessons

- The community can't do it alone
- Professional, formal material and informal help forums can be a powerful combination, complementing each other
- Effort always proportional to return

© QuestionCopyright.org



Beyond Numbers:

Gatekeeper Effects and Just-in-Time Publishing

Karl Fogel kfogel@questioncopyright.org

© QuestionCopyright.org

81