

## Streaming Sharing Stealing Big Data And The Future Of Entertainment Mit Press

"The Netflix Effect examines the scope and influence of Netflix, a company at the forefront of the changing relationships between media and technology"--

A Library Journal Best Book of the Year Tech-guru Brian McCullough delivers a rollicking history of the internet, why it exploded, and how it changed everything. The internet was never intended for you, opines Brian McCullough in this lively narrative of an era that utterly transformed everything we thought we knew about technology. In *How the Internet Happened*, he chronicles the whole fascinating story for the first time, beginning in a dusty Illinois basement in 1993, when a group of college kids set off a once-in-an-epoch revolution with what would become the first "dotcom." Depicting the lives of now-famous innovators like Netscape's Marc Andreessen and Facebook's Mark Zuckerberg, McCullough also reveals surprising quirks and unknown tales as he tracks both the technology and the culture around the internet's rise. Cinematic in detail and unprecedented in scope, the result both enlightens and informs as it draws back the curtain on the new rhythm of disruption and innovation the internet fostered, and helps to redefine an era that changed every part of our lives.

Silicon Valley technology is transforming the way we work, and Uber is leading the charge. An American startup that promised to deliver entrepreneurship for the masses through its technology, Uber instead built a new template for employment using algorithms and Internet platforms. Upending our understanding of work in the digital age, *Uberland* paints a future where any of us might be managed by a faceless boss. The neutral language of technology masks the powerful influence algorithms have across the New Economy. *Uberland* chronicles the stories of drivers in more than twenty-five cities in the United States and Canada over four years, shedding light on their working conditions and providing a window into how they feel behind the wheel. The book also explores Uber's outsized influence around the world: the billion-dollar company is now influencing everything from debates about sexual harassment and transportation regulations to racial equality campaigns and labor rights initiatives. Based on award-winning technology ethnographer Alex Rosenblat's firsthand experience of riding over 5,000 miles with Uber drivers, daily visits to online forums, and face-to-face discussions with senior Uber employees, *Uberland* goes beyond the headlines to reveal the complicated politics of popular technologies that are manipulating both workers and consumers.

Today people have an offline reputation and image, but are increasingly creating one or more online personas. Their online image is having an impact on them in many ways. Employers are hiring and firing based on people's online activities. Criminals are using online identities to abuse or steal from victims. Cyberbullies are taking advantage of those who reveal themselves as vulnerable on grieving or eating disorder sites. Schools are denying admission based on adolescent behaviors broadcast online in social networking sites or media sharing sites such as YouTube. *Protecting Your Internet Identity: Are You Naked Online?* helps readers understand the implications of their online personas, how they may be putting themselves at risk, and how to take charge of this important new aspect of their lives for career and personal success. Offering simple, specific steps readers can take to analyze their online image, determine who they want to be online, and turn their online reputation around, this book is the go-to source for protecting your online image and projecting the persona you want others to see. The authors offer key advice on: Changing privacy settings Purging unwanted personal content Recognizing the risks and pitfalls of online identities Utilizing social networking to your advantage Protecting your kids online Curbing unwanted "spying" on your searches and interests Preventing identity theft and other online dangers Redeeming your online image Projecting a more professional image

How streaming services and internet distribution have transformed global television culture. Television, once a broadcast medium, now also travels through our telephone lines, fiber optic cables, and wireless networks. It is delivered to viewers via apps, screens large and small, and media players of all kinds. In this unfamiliar environment, new global giants of television distribution are emerging—including Netflix, the world's largest subscription video-on-demand service. Combining media industry analysis with cultural theory, Ramon Lobato explores the political and policy tensions at the heart of the digital distribution revolution, tracing their longer history through our evolving understanding of media globalization. *Netflix Nations* considers the ways that subscription video-on-demand services, but most of all Netflix, have irrevocably changed the circulation of media content. It tells the story of how a global video portal interacts with national audiences, markets, and institutions, and what this means for how we understand global media in the internet age. *Netflix Nations* addresses a fundamental tension in the digital media landscape – the clash between the internet's capacity for global distribution and the territorial nature of media trade, taste, and regulation. The book also explores the failures and frictions of video-on-demand as experienced by audiences. The actual experience of using video platforms is full of subtle reminders of market boundaries and exclusions: platforms are geo-blocked for out-of-region users ("this video is not available in your region"); catalogs shrink and expand from country to country; prices appear in different currencies; and subtitles and captions are not available in local languages. These conditions offer rich insight for understanding the actual geographies of digital media distribution. Contrary to popular belief, the story of Netflix is not just an American one. From Argentina to Australia, Netflix's ascension from a Silicon Valley start-up to an international television service has transformed media consumption on a global scale. *Netflix Nations* will help readers make sense of a complex, ever-shifting streaming media environment.

So much to read, so little time? This brief overview of *Streaming, Sharing, Stealing* tells you what you need to know—before or after you read Michael D. Smith's and Rahul Telang's book. Crafted and edited with care, Worth Books set the standard for quality and give you the tools you need to be a well-informed reader. This short summary and analysis of Michael D. Smith and Rahul Telang's *Streaming, Sharing, Stealing* includes: Historical context Chapter-by-chapter summaries Character profiles Important quotes Fascinating trivia Glossary of terms Supporting material to enhance your understanding of the original work About *Streaming, Sharing, Stealing* by Michael D. Smith and Rahul Telang: There is a new world order in the entertainment industry. Digital technology has contributed to an explosion of content in the entertainment business as Netflix, Amazon, and Apple upend traditional entertainment, changing the way in which television, film, music, and books are made and consumed. In *Streaming, Sharing, Stealing: Big Data and the Future of Entertainment*, authors Smith and Telang document this massive change and demonstrate conclusively that making data-driven decisions and understanding customer behavior are the keys to the new marketplace. The summary and analysis in this ebook are intended to complement your reading experience and bring you closer to a great work of nonfiction.

Digital data collection and surveillance is pervasive and no one can protect your privacy without your help. Before you can help yourself, you need to understand the new technologies, what benefits they provide, and what trade-offs they require. Some of

those trade-offs – privacy for convenience – could be softened by our own behavior or be reduced by legislation if we fight for it. This book analyzes why privacy is important to all of us, and it describes the technologies that place your privacy most at risk, starting with modern computing and the Internet.

From the acclaimed Booker Prize-winning author comes a dazzling novel of family, love and love's disappointments Anna's aged mother is dying. Condemned by her children's pity to living, subjected to increasingly desperate medical interventions, she turns her focus to her hospital window, through which she escapes into visions of horror and delight. When Anna's finger vanishes and a few months later her knee disappears, Anna too feels the pull of the window. She begins to see that all around her, others are similarly vanishing, yet no one else notices. All Anna can do is keep her mother alive. But the window keeps opening wider, taking Anna and the reader ever deeper into an eerily beautiful story of grief and possibility, of loss and love and orange-bellied parrots. Hailed on publication in Australia as Richard Flanagan's greatest novel yet, *The Living Sea of Waking Dreams* is a rising ember storm illuminating what remains when the inferno beckons: one part elegy, one part dream, one part hope.

Written by the insider who headed sales for Lucasfilm across distribution markets and managed the release of Star Wars Episode III, this is the first book to show how all related media distribution markets, including television, video and online, work together and independently to finance and maximize profits on productions. It demystifies how an idea moves from concept to profits and how distribution quietly dominates an industry otherwise grounded in high profile elements (production, marketing, creative, finance, law). The book provides a unique apprenticeship to the business, illuminating at a macro level how an idea can move from concept to generating \$1 Billion, relating theory and practice in the context of the maturation of global market segments, and exposing the devil in the detail that impacts bottom line profits. Producers, media executives, and entertainment attorneys in specific niches will benefit from this wide-ranging look at the business across various distribution outlets, including theatrical, television, airlines, merchandising, cable, and home video.

The gripping untold story of the music piracy revolution and the man who almost singlehandedly brought down the industry *How Music Got Free* is the incredible true story of Dell Glover, a factory worker at a compact-disc manufacturing plant who brought the music industry to its knees. Working from a small town in North Carolina, Glover was the Patient Zero of music piracy, leaking thousands of albums from the plant over nearly a decade. If you've ever pirated music?or even borrowed it?Glover's handiwork is on your hard drive. But Glover couldn't do it alone. He needed the help of his smuggling confederates, who conducted a years-long campaign of infiltration into the music industry's global supply chain. He needed the help of the men who invented the mp3, a group of academics working in a forgotten audio laboratory in Germany. He needed the help of the torrenters, who, from dormitories and bedrooms across the planet, built distribution networks for his leaks. Most of all, he needed the unwitting assistance of the music industry itself, and the powerful music executive whose strategy of consolidation brought the biggest musical acts of the decade into Glover's reach. An irresistible story of greed, cunning, brilliance, and deceit, *How Music Got Free* isn't just a story of the music industry?it's a must-read history of the Internet itself.

"My favorite book of the year."—Doug McMillon, CEO, Wal-Mart Stores Harvard Business School Professor of Strategy Bharat Anand presents an incisive new approach to digital transformation that favors fostering connectivity over focusing exclusively on content. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Companies everywhere face two major challenges today: getting noticed and getting paid. To confront these obstacles, Bharat Anand examines a range of businesses around the world, from *The New York Times* to *The Economist*, from Chinese Internet giant Tencent to Scandinavian digital trailblazer Schibsted, and from talent management to the future of education. Drawing on these stories and on the latest research in economics, strategy, and marketing, this refreshingly engaging book reveals important lessons, smashes celebrated myths, and reorients strategy. Success for flourishing companies comes not from making the best content but from recognizing how content enables customers' connectivity; it comes not from protecting the value of content at all costs but from unearthing related opportunities close by; and it comes not from mimicking competitors' best practices but from seeing choices as part of a connected whole. Digital change means that everyone today can reach and interact with others directly: We are all in the content business. But that comes with risks that Bharat Anand teaches us how to recognize and navigate. Filled with conversations with key players and in-depth dispatches from the front lines of digital change, *The Content Trap* is an essential new playbook for navigating the turbulent waters in which we find ourselves. Praise for *The Content Trap* "A masterful and thought-provoking book that has reshaped my understanding of content in the digital landscape."—Ariel Emanuel, co-CEO, WME | IMG "The Content Trap is a book filled with stories of businesses, from music companies to magazine publishers, that missed connections and could never escape the narrow views that had brought them past success. But it is also filled with stories of those who made strategic choices to strengthen the links between content and returns in their new master plans. . . . The book is a call to clear thinking and reassessing why things are the way they are."—The Wall Street Journal

#1 NEW YORK TIMES BESTSELLER • ONE OF TIME MAGAZINE'S 100 BEST YA BOOKS OF ALL TIME The extraordinary, beloved novel about the ability of books to feed the soul even in the darkest of times. When Death has a story to tell, you listen. It is 1939. Nazi Germany. The country is holding its breath. Death has never been busier, and will become busier still. Liesel Meminger is a foster girl living outside of Munich, who scratches out a meager existence for herself by stealing when she encounters something she can't resist—books. With the help of her accordion-playing foster father, she learns to read and shares her stolen books with her neighbors during bombing raids as well as with the Jewish man hidden in her basement. In superbly crafted writing that burns with intensity, award-winning author Markus Zusak, author of *I Am the Messenger*, has given us one of the most enduring stories of our time. "The kind of book that can be life-changing." —The New York Times "Deserves a place on the same shelf with *The Diary of a Young Girl* by Anne Frank." —USA Today DON'T MISS BRIDGE OF CLAY, MARKUS ZUSAK'S FIRST NOVEL SINCE THE BOOK THIEF.

"An utterly satisfying examination of the business of popular music." —Nathaniel Rich, *The Atlantic* There's a reason today's ubiquitous pop hits are so hard to ignore—they're designed that way. *The Song Machine* goes behind the scenes to offer an insider's look at the global hit factories manufacturing the songs that have everyone hooked. Full of vivid, unexpected characters—alongside industry heavy-hitters like Katy Perry, Rihanna, Max Martin, and Ester Dean—this fascinating journey into the strange world of pop music reveals how a new approach to crafting smash hits is transforming marketing, technology, and even listeners' brains. You'll never think about music the same way again. A Wall Street Journal Best Business Book Why the future of popular culture will revolve around ever bigger bets on entertainment products, by one of Harvard Business School's most popular professors What's behind the phenomenal success of entertainment businesses such as Warner Bros.,

Marvel Entertainment, and the NFL—along with such stars as Jay-Z, Lady Gaga, and LeBron James? Which strategies give leaders in film, television, music, publishing, and sports an edge over their rivals? Anita Elberse, Harvard Business School's expert on the entertainment industry, has done pioneering research on the worlds of media and sports for more than a decade. Now, in this groundbreaking book, she explains a powerful truth about the fiercely competitive world of entertainment: building a business around blockbuster products—the movies, television shows, songs, and books that are hugely expensive to produce and market—is the surest path to long-term success. Along the way, she reveals why entertainment executives often spend outrageous amounts of money in search of the next blockbuster, why superstars are paid unimaginable sums, and how digital technologies are transforming the entertainment landscape. Full of inside stories emerging from Elberse's unprecedented access to some of the world's most successful entertainment brands, *Blockbusters* is destined to become required reading for anyone seeking to understand how the entertainment industry really works—and how to navigate today's high-stakes business world at large. *Awakening* is the definitive account of the music industry in the digital era. It tells the inside story of how the music business grappled with the emergence of an entirely new digital economy with exclusive interviews with the people who shaped today's industry. Mulligan's gripping narrative switches between the seismic market trends to the highly personal accounts of artists and digital pioneers. It recounts the events that both spelt the end of the old industry and that are the foundation for the radical new successor that is about to emerge. *Awakening* is written by the leading music industry analyst Mark Mulligan and includes interviews with 60 of the music industry's most important figures, including million selling artists and more than 20 CEOs. Alongside this unprecedented executive access, *Awakening* uses exclusive data presented across 60 charts and figures to chart the music industry's digital journey and to lay out a vision of the future for the industry and artists alike. For anyone interested in the music industry and the lessons it provides for all businesses in the digital era, this is the only book you will ever need. If you want to outsmart a crook, learn his tricks—Darrell Huff explains exactly how in the classic *How to Lie with Statistics*. From distorted graphs and biased samples to misleading averages, there are countless statistical dodges that lend cover to anyone with an ax to grind or a product to sell. With abundant examples and illustrations, Darrell Huff's lively and engaging primer clarifies the basic principles of statistics and explains how they're used to present information in honest and not-so-honest ways. Now even more indispensable in our data-driven world than it was when first published, *How to Lie with Statistics* is the book that generations of readers have relied on to keep from being fooled.

In this updated edition of the industry staple, veteran media executive Jeff Ulin relates business theory and practice across key global market segments—film, television, and online/digital—providing you with an insider's perspective that can't be found anywhere else. Learn how an idea moves from concept to profit and how distribution dominates the bottom line: Hollywood stars may make the headlines, but marketing and distribution are the behind-the-scenes drivers converting content into cash. The third edition: Includes perspectives from key industry executives at studios, networks, agencies and online leaders, including Fox, Paramount, Lucasfilm, Endeavor, Tencent, MPAA, YouTube, Amazon, and many more; Explores the explosive growth of the Chinese market, including box office trends, participation in financing Hollywood feature films, and the surge in online usage; Illustrates how online streaming leaders like Netflix, Amazon, Apple, YouTube, Hulu and Facebook are changing the way TV content is distributed and consumed, and in cases how these services are moving into theatrical markets; Analyzes online influences and disruption throughout the distribution chain, and explains the risks and impact stemming from changing access points (e.g., stand-alone apps), delivery methods (over-the-top) and consumption patterns (e.g., binge watching); Breaks down historical film windows, the economic drivers behind them, and how online and digital delivery applications are changing the landscape. Ulin provides the virtual apprenticeship you need to demystify and manage the complicated media markets, understand how digital distribution has impacted the ecosystem, and glimpse into the future of how film and television content will be financed, distributed and watched. An online eResource contains further discussion on topics presented in the book.

The wide-ranging implications of the shift to a sharing economy, a new model of organizing economic activity that may supplant traditional corporations. Sharing isn't new. Giving someone a ride, having a guest in your spare room, running errands for someone, participating in a supper club—these are not revolutionary concepts. What is new, in the “sharing economy,” is that you are not helping a friend for free; you are providing these services to a stranger for money. In this book, Arun Sundararajan, an expert on the sharing economy, explains the transition to what he describes as “crowd-based capitalism”—a new way of organizing economic activity that may supplant the traditional corporate-centered model. As peer-to-peer commercial exchange blurs the lines between the personal and the professional, how will the economy, government regulation, what it means to have a job, and our social fabric be affected? Drawing on extensive research and numerous real-world examples—including Airbnb, Lyft, Uber, Etsy, TaskRabbit, France's BlaBlaCar, China's Didi Kuaidi, and India's Ola, Sundararajan explains the basics of crowd-based capitalism. He describes the intriguing mix of “gift” and “market” in its transactions, demystifies emerging blockchain technologies, and clarifies the dizzying array of emerging on-demand platforms. He considers how this new paradigm changes economic growth and the future of work. Will we live in a world of empowered entrepreneurs who enjoy professional flexibility and independence? Or will we become disenfranchised digital laborers scurrying between platforms in search of the next wedge of piecework? Sundararajan highlights the important policy choices and suggests possible new directions for self-regulatory organizations, labor law, and funding our social safety net.

Learn from the past. Understand the present. Explore the future. “. . . Present Future is a fascinating, expert look at the history of the key technological advances affecting life today, and preparation for the exponential leaps yet to come. . . .” —BILL MARIS, Founder and First CEO of Google Ventures, Founder of Calico, Founder of Section 32 “With the context of an economic historian and the on-the-ground insights of an active technology investor, Perelmuter's *Present Future* brings readers to the bleeding edge of the science and technologies poised to revolutionize the 21st century. Comprehensive and yet enthralling, the book is a must-read for anyone who has an intellectual or commercial interest in what the future may hold.” —PETER HEBERT, Co-Founder and Managing Partner, Lux Capital “. . . Perelmuter draws upon his own experiences as a successful tech entrepreneur and investor, and the writings of dozens of other experts, to highlight the most important implications of multiple emerging technologies. Recommended!” —BEN CASNOCHA, Co-Author of the #1 New York Times best seller *The Start-up of You* ?“A comprehensive survey of action across the entire frontier of advanced technologies is daunting in concept and even more so in execution. Guy Perelmuter has pulled it off, providing an accessible yet historically informed review from the world of algorithms to the world of genomic analysis by way of just about every field of science in between. Most important: He avoids the hype-ridden cheerleading that all too often accompanies accounts of breakthrough innovation. . . .” —BILL JANEWAY, Venture Capitalist, Economist, Author of *Doing Capitalism in The Innovation Economy: Reconfiguring the Three-Player Game Between Markets, Speculators and the State* 'Etchells writes eloquently ... A heartfelt defence of a demonised pastime' The Times 'Once in an age, a piece of culture comes along that feels like it was specifically created for you, the beats and words and ideas are there because it is your life the creator is describing. *Lost In A Good Game* is exactly that. It will touch your heart and mind. And even if Bowser, Chun-li or Q-Bert weren't crucial parts of your youth, this is a flawless victory for everyone' Adam Rutherford When Pete Etchells was 14, his father died from motor neurone disease. In order to cope, he immersed himself in a virtual world - first as an escape, but later to try to understand what had happened. Etchells is now a researcher into

the psychological effects of video games, and was co-author on a recent paper explaining why WHO plans to classify 'game addiction' as a danger to public health are based on bad science and (he thinks) are a bad idea. In this, his first book, he journeys through the history and development of video games - from Turing's chess machine to mass multiplayer online games like World of Warcraft- via scientific study, to investigate the highs and lows of playing and get to the bottom of our relationship with games - why we do it, and what they really mean to us. At the same time, *Lost in a Good Game* is a very unusual memoir of a writer coming to terms with his grief via virtual worlds, as he tries to work out what area of popular culture we should classify games (a relatively new technology) under.

How big data is transforming the creative industries, and how those industries can use lessons from Netflix, Amazon, and Apple to fight back. "[The authors explain] gently yet firmly exactly how the internet threatens established ways and what can and cannot be done about it. Their book should be required for anyone who wishes to believe that nothing much has changed." —The Wall Street Journal "Packed with examples, from the nimble-footed who reacted quickly to adapt their businesses, to laggards who lost empires." —Financial Times Traditional network television programming has always followed the same script: executives approve a pilot, order a trial number of episodes, and broadcast them, expecting viewers to watch a given show on their television sets at the same time every week. But then came Netflix's *House of Cards*. Netflix gauged the show's potential from data it had gathered about subscribers' preferences, ordered two seasons without seeing a pilot, and uploaded the first thirteen episodes all at once for viewers to watch whenever they wanted on the devices of their choice. In this book, Michael Smith and Rahul Telang, experts on entertainment analytics, show how the success of *House of Cards* upended the film and TV industries—and how companies like Amazon and Apple are changing the rules in other entertainment industries, notably publishing and music. We're living through a period of unprecedented technological disruption in the entertainment industries. Just about everything is affected: pricing, production, distribution, piracy. Smith and Telang discuss niche products and the long tail, product differentiation, price discrimination, and incentives for users not to steal content. To survive and succeed, businesses have to adapt rapidly and creatively. Smith and Telang explain how. How can companies discover who their customers are, what they want, and how much they are willing to pay for it? Data. The entertainment industries, must learn to play a little "moneyball." The bottom line: follow the data.

New York Times Bestseller After twenty consecutive losing seasons for the Pittsburgh Pirates, team morale was low, the club's payroll ranked near the bottom of the sport, game attendance was down, and the city was becoming increasingly disenchanted with its team. Pittsburghers joked their town was the city of champions...and the Pirates. *Big Data Baseball* is the story of how the 2013 Pirates, mired in the longest losing streak in North American pro sports history, adopted drastic big-data strategies to end the drought, make the playoffs, and turn around the franchise's fortunes. Award-winning journalist Travis Sawchik takes you behind the scenes to expertly weave together the stories of the key figures who changed the way the small-market Pirates played the game. For manager Clint Hurdle and the front office staff to save their jobs, they could not rely on a free agent spending spree, instead they had to improve the sum of their parts and find hidden value. They had to change. From Hurdle shedding his old-school ways to work closely with Neal Huntington, the forward-thinking data-driven GM and his team of talented analysts; to pitchers like A. J. Burnett and Gerrit Cole changing what and where they threw; to Russell Martin, the undervalued catcher whose expert use of the nearly-invisible skill of pitch framing helped the team's pitchers turn more balls into strikes; to Clint Barmes, a solid shortstop and one of the early adopters of the unconventional on-field shift which forced the entire infield to realign into positions they never stood in before. Under Hurdle's leadership, a culture of collaboration and creativity flourished as he successfully blended whiz kid analysts with graybeard coaches—a kind of symbiotic teamwork which was unique to the sport. *Big Data Baseball* is *Moneyball* on steroids. It is an entertaining and enlightening underdog story that uses the 2013 Pirates season as the perfect lens to examine the sport's burgeoning big-data movement. With the help of data-tracking systems like PitchF/X and TrackMan, the Pirates collected millions of data points on every pitch and ball in play to create a tome of color-coded reports that revealed groundbreaking insights for how to win more games without spending a dime. In the process, they discovered that most batters struggled to hit two-seam fastballs, that an aggressive defensive shift on the field could turn more batted balls into outs, and that a catcher's most valuable skill was hidden. All these data points which aren't immediately visible to players and spectators, are the bit of magic that led the Pirates to spin straw in to gold, finish the 2013 season in second place, end a twenty-year losing streak.

An innovative investigation of the inner workings of Spotify that traces the transformation of audio files into streamed experience. Spotify provides a streaming service that has been welcomed as disrupting the world of music. Yet such disruption always comes at a price. Spotify Teardown contests the tired claim that digital culture thrives on disruption. Borrowing the notion of "teardown" from reverse-engineering processes, in this book a team of five researchers have playfully disassembled Spotify's product and the way it is commonly understood. Spotify has been hailed as the solution to illicit downloading, but it began as a partly illicit enterprise that grew out of the Swedish file-sharing community. Spotify was originally praised as an innovative digital platform but increasingly resembles a media company in need of regulation, raising questions about the ways in which such cultural content as songs, books, and films are now typically made available online. Spotify Teardown combines interviews, participant observations, and other analyses of Spotify's "front end" with experimental, covert investigations of its "back end." The authors engaged in a series of interventions, which include establishing a record label for research purposes, intercepting network traffic with packet sniffers, and web-scraping corporate materials. The authors' innovative digital methods earned them a stern letter from Spotify accusing them of violating its terms of use; the company later threatened their research funding. Thus, the book itself became an intervention into the ethics and legal frameworks of corporate behavior.

Donkey wants nothing more in life than to serve the king, but right now he's stuck in the boring job of trekking his master's goods to market each day. Although he does it humbly, he hopes it's not what he's meant to do. Each day he meets other animals living out their dreams and doing great things. However, Donkey tries not to compare himself to the other animals. He longs to do what he believes he was created to do: serve the king. But with the other animals teasing him, and his own fears of being let down by his big dreams, something needs to change--or else Donkey will lose his hope forever.

Do it yourself and succeed! More and more artists are taking advantage of new technologies to try and build successful careers. But in this expanding competitive marketplace, serious do-it-yourself musicians need structured advice more than ever. In *Music Marketing for the DIY Musician*, veteran musician and industry insider Bobby Borg presents a strategic, step-by-step guide to producing a fully customized, low-budget plan of attack for marketing one's music. Presented in a conversational tone, this indispensable guide reveals the complete marketing process using the same fundamental concepts embraced by top innovative companies, while always encouraging musicians to find their creative niche and uphold their artistic vision. The objective is to help artists take greater control of their own destinies while saving money and time in attracting the full attention of top music industry professionals. It's ultimately about making music that matters, and music that gets heard! Updates include: New interviews highlighting current marketing strategies for the new music market Info on how to leverage digital marketing and streaming playlists Updated stories and examples of current music marketing principles Future forecasts and trends into music marketing New and revised services, tools, references, and contacts that can help musicians further their careers New marketing plan samples for bands/solo artists and freelance musicians and songwriters

Longlisted for the National Book Award New York Times Bestseller A former Wall Street quant sounds an alarm on the mathematical models that pervade modern life -- and threaten to rip apart our social fabric We live in the age of the algorithm.

Increasingly, the decisions that affect our lives--where we go to school, whether we get a car loan, how much we pay for health insurance--are being made not by humans, but by mathematical models. In theory, this should lead to greater fairness: Everyone is judged according to the same rules, and bias is eliminated. But as Cathy O'Neil reveals in this urgent and necessary book, the opposite is true. The models being used today are opaque, unregulated, and uncontestable, even when they're wrong. Most troubling, they reinforce discrimination: If a poor student can't get a loan because a lending model deems him too risky (by virtue of his zip code), he's then cut off from the kind of education that could pull him out of poverty, and a vicious spiral ensues. Models are propping up the lucky and punishing the downtrodden, creating a "toxic cocktail for democracy." Welcome to the dark side of Big Data. Tracing the arc of a person's life, O'Neil exposes the black box models that shape our future, both as individuals and as a society. These "weapons of math destruction" score teachers and students, sort resumes, grant (or deny) loans, evaluate workers, target voters, set parole, and monitor our health. O'Neil calls on modelers to take more responsibility for their algorithms and on policy makers to regulate their use. But in the end, it's up to us to become more savvy about the models that govern our lives. This important book empowers us to ask the tough questions, uncover the truth, and demand change. -- Longlist for National Book Award (Non-Fiction) -- Goodreads, semi-finalist for the 2016 Goodreads Choice Awards (Science and Technology) -- Kirkus, Best Books of 2016 -- New York Times, 100 Notable Books of 2016 (Non-Fiction) -- The Guardian, Best Books of 2016 -- WBUR's "On Point," Best Books of 2016: Staff Picks -- Boston Globe, Best Books of 2016, Non-Fiction

In this book, esteemed television executive and Harvard lecturer Ken Basin offers a comprehensive overview of the business, financial, and legal structure of the U.S. television industry, as well as its dealmaking norms. Written for working or aspiring creative professionals who want to better understand the entertainment industry — as well as for executives, agents, managers, and lawyers looking for a reference guide — The Business of Television presents a readable, in-depth introduction to rights and talent negotiations, intellectual property, backend deals, licensing, streaming platforms, international production, and much more. The book also includes breakdowns after each chapter summarizing deal points and points of negotiation, a glossary, a list of referenced cases, and a wealth of real-world examples to help readers put the material into context.

Data science is the most exciting skill you can master. Data has dramatically changed how our world works. From entertainment to politics, from technology to advertising and from science to the business world, data is integral and its only limit is our imagination. If you want to have a vibrant and valuable professional life, being skilled with data is the key to a cutting-edge career. Learning how to work with data may seem intimidating or difficult but with Confident Data Skills you will be able to master the fundamentals and supercharge your professional abilities. This essential book covers data mining, preparing data, analysing data, communicating data, financial modelling, visualizing insights and presenting data through film making and dynamic simulations. In-depth international case studies from a wide range of organizations, including Netflix, LinkedIn, Goodreads, Deep Blue, Alpha Go and Mike's Hard Lemonade Co. show successful data techniques in practice and inspire you to turn knowledge into innovation. Confident Data Skills also provides insightful guidance on how you can use data skills to enhance your employability and improve how your industry or company works through your data skills. Expert author and instructor, Kirill Eremenko, is committed to making the complex simple and inspiring you to have the confidence to develop an understanding, adeptness and love of data.

News and journalism are in the midst of upheaval: shifts such as declining print subscriptions and rising website visitor numbers are forcing assumptions and practices to be rethought from first principles. The internet is not simply allowing faster, wider distribution of material: digital technology is demanding transformative change. Out of Print analyzes the role and influence of newspapers in the digital age and explains how current theory and practice have to change to fully exploit developing opportunities. In Out of Print George Brock guides readers through the history, present state and future of journalism, highlighting how and why journalism needs to be rethought on a global scale and remade to meet the demands and opportunities of new conditions. He provides a unique examination of every key issue, from the phone-hacking scandal and Leveson Inquiry to the impact of social media on news and expectations. He presents an incisive, authoritative analysis of the role and influence of journalism in the digital age.

Describes how computer viruses are created and spread, and discusses computer harassment, online con artists, protecting data with encryption, and general computer security issues.

Netflix has come a long way since 1997, when two Silicon Valley entrepreneurs, Marc Randolph and Reed Hastings, decided to start an online DVD store before most people owned a DVD player. They were surprised and elated when launch-day traffic in April 1998 crashed their server and resulted in 150 sales. Today, Netflix has more than 25 million subscribers and annual revenues above \$3 billion. Yet long-term success-or even survival-is still far from guaranteed. Journalist Gina Keating recounts the absorbing, fast-paced drama of the company's turbulent rise to the top and its attempt to invent two new kinds of business. First it engaged in a grueling war against video-store behemoth Blockbuster, transforming movie rental forever. Then it jumped into an even bigger battle for online video streaming against Google, Hulu, Amazon, and the big cable companies. Netflix ushered in such innovations as DVD rental by mail, a patented online queue of upcoming rentals, and a recommendation algorithm called Cinematch that proved crucial in its struggle against bigger rivals. Yet for all its success, Netflix is still a polarizing company. Hastings is often heralded as a visionary—he was named Business Person of the Year in 2010 by Fortune—even as he has been called the nation's worst CEO. Netflix also faces disgruntled customers after price increases and other stumbles that could tarnish the brand forever. The quest to become the world's portal for premium video on demand will determine nothing less than the future of entertainment and the Internet. Drawing on extensive new interviews and her years covering Netflix as a financial and entertainment reporter, Keating makes this tale as absorbing as it is important.

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist

(starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience."—Library Journal (starred review) "I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor."—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* "Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way."—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

Make personalized marketing a reality with this practical guide to predictive analytics Predictive Marketing is a predictive analytics primer for organizations large and small, offering practical tips and actionable strategies for implementing more personalized marketing immediately. The marketing paradigm is changing, and this book provides a blueprint for navigating the transition from creative-to data-driven marketing, from one-size-fits-all to one-on-one, and from marketing campaigns to real-time customer experiences. You'll learn how to use machine-learning technologies to improve customer acquisition and customer growth, and how to identify and re-engage at-risk or lapsed customers by implementing an easy, automated approach to predictive analytics. Much more than just theory and testament to the power of personalized marketing, this book focuses on action, helping you understand and actually begin using this revolutionary approach to the customer experience. Predictive analytics can finally make personalized marketing a reality. For the first time, predictive marketing is accessible to all marketers, not just those at large corporations — in fact, many smaller organizations are leapfrogging their larger counterparts with innovative programs. This book shows you how to bring predictive analytics to your organization, with actionable guidance that get you started today. Implement predictive marketing at any size organization Deliver a more personalized marketing experience Automate predictive analytics with machine learning technology Base marketing decisions on concrete data rather than unproven ideas Marketers have long been talking about delivering personalized experiences across channels. All marketers want to deliver happiness, but most still employ a one-size-fits-all approach. Predictive Marketing provides the information and insight you need to lift your organization out of the campaign rut and into the rarefied atmosphere of a truly personalized customer experience.

The challenges to humanity posed by the digital future, the first detailed examination of the unprecedented form of power called "surveillance capitalism," and the quest by powerful corporations to predict and control our behavior. In this masterwork of original thinking and research, Shoshana Zuboff provides startling insights into the phenomenon that she has named surveillance capitalism. The stakes could not be higher: a global architecture of behavior modification threatens human nature in the twenty-first century just as industrial capitalism disfigured the natural world in the twentieth. Zuboff vividly brings to life the consequences as surveillance capitalism advances from Silicon Valley into every economic sector. Vast wealth and power are accumulated in ominous new "behavioral futures markets," where predictions about our behavior are bought and sold, and the production of goods and services is subordinated to a new "means of behavioral modification." The threat has shifted from a totalitarian Big Brother state to a ubiquitous digital architecture: a "Big Other" operating in the interests of surveillance capital. Here is the crucible of an unprecedented form of power marked by extreme concentrations of knowledge and free from democratic oversight. Zuboff's comprehensive and moving analysis lays bare the threats to twenty-first century society: a controlled "hive" of total connection that seduces with promises of total certainty for maximum profit -- at the expense of democracy, freedom, and our human future. With little resistance from law or society, surveillance capitalism is on the verge of dominating the social order and shaping the digital future -- if we let it.

Streaming, Sharing, Stealing Big Data and the Future of Entertainment MIT Press

Television is the last mass medium to be disrupted by the Internet. Given the intricacies of the industry, it's also going to be the most resistant to change. Alan Wolk, an industry veteran and longtime analyst and observer, lays out how the television industry is adapting to the digital era, explaining what's really happening in a tone that will appeal to laypeople and insiders alike. In the first section, Wolk takes us through how the industry works today, focusing on how the various players actually make money and who pays who for what. The next section deals with the changes that are taking place in the industry today—everything from time shifting to binge viewing to cord cutting—and how those changes are starting to create some seismic shifts. In the final section, Wolk reveals his predictions for the future and what the industry will look like in ten years time. Andrew Wallenstein, co-editor-in-chief of *Variety* says "Alan Wolk is one of the most insightful observers writing about the media business today. There's no better expert to help you navigate the confusing, complicated nexus of TV and the Internet." David Zaslav, President and CEO of Discovery Communications says "Alan Wolk has a deep understanding of the complex nature of television today... this is a fantastic primer of the business and one of the most educated perspectives on the future of our rapidly evolving industry." *Adweek* says "If you know anything about television, you probably know Alan Wolk." Writing in a cover story for *The New York Review of Books*, *Slate* Editor-In-Chief Jacob Weisberg said "[to find an evidence-based analysis] [a]n excellent place to start is Alan Wolk's self-published book *Over the Top: How the Internet Is (Slowly but Surely) Changing the Television Industry*."

A chronicle of the massive transformation in Hollywood since the turn of the century and the huge changes yet to come, drawing on interviews with key players, as well as documents from the 2014 Sony hack

"This book is a message from autistic people to their parents, friends, teachers, coworkers and doctors showing what life is like on the spectrum. It's also my love letter to autistic people. For too long, we have been forced to navigate a world where all the road signs are written in another language." With a reporter's eye and an insider's perspective, Eric Garcia shows what it's like to be autistic across America. Garcia began writing about autism because he was frustrated by the media's coverage of it; the myths that the disorder is caused by vaccines, the narrow portrayals of autistic people as white men working in Silicon Valley. His own life as an autistic person didn't look anything like that. He is Latino, a graduate of the University of North Carolina, and works as a journalist covering politics in Washington D.C. Garcia realized he needed to put into writing what so many autistic people have been saying for years; autism is a part of their identity, they don't need to be fixed. In *We're Not Broken*, Garcia uses his own life as a springboard to discuss the social and policy gaps that exist in supporting those on the spectrum. From education to healthcare, he explores how autistic people wrestle with systems that were not built with them in mind. At the same time, he shares the experiences of all types of autistic people, from those with higher support needs, to autistic people of color, to those in the LGBTQ community. In doing so, Garcia gives his community a platform to articulate their own needs, rather than having others speak for them, which has been the standard for far too long.

How big data is transforming the creative industries, and how those industries can use lessons from Netflix, Amazon, and Apple to

fight back. "[The authors explain] gently yet firmly exactly how the internet threatens established ways and what can and cannot be done about it. Their book should be required for anyone who wishes to believe that nothing much has changed." --The Wall Street Journal "Packed with examples, from the nimble-footed who reacted quickly to adapt their businesses, to laggards who lost empires." --Financial Times Traditional network television programming has always followed the same script: executives approve a pilot, order a trial number of episodes, and broadcast them, expecting viewers to watch a given show on their television sets at the same time every week. But then came Netflix's House of Cards. Netflix gauged the show's potential from data it had gathered about subscribers' preferences, ordered two seasons without seeing a pilot, and uploaded the first thirteen episodes all at once for viewers to watch whenever they wanted on the devices of their choice. In this book, Michael Smith and Rahul Telang, experts on entertainment analytics, show how the success of House of Cards upended the film and TV industries--and how companies like Amazon and Apple are changing the rules in other entertainment industries, notably publishing and music. We're living through a period of unprecedented technological disruption in the entertainment industries. Just about everything is affected: pricing, production, distribution, piracy. Smith and Telang discuss niche products and the long tail, product differentiation, price discrimination, and incentives for users not to steal content. To survive and succeed, businesses have to adapt rapidly and creatively. Smith and Telang explain how. How can companies discover who their customers are, what they want, and how much they are willing to pay for it? Data. The entertainment industries, must learn to play a little "moneyball." The bottom line: follow the data.

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