



Open Source Business Research

Prof. Dr. Dirk Riehle, M.B.A.

Friedrich-Alexander-University Erlangen-Nürnberg

Producers

User/customers

Laborers

Who? {volunteer, corporate}

What? {non-commercial, commercial}

How? {community, proprietary}

Why? {altruistic, for-profit}

Traditional

{volunteer, *, community, altruistic}

Distributors

{corporate, commercial, community, for-profit}

Single-Vendor

{corporate, commercial, proprietary, for-profit}

- Financing development
 - Rol for cross subsidies
 - Tragedy of the commons
 - Open innovation
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- Business best practices
 - Revenue generation
 - Revenue allocation, incentives
 - Sales and marketing
- Foundation best practices
 - Project governance
 - Community management
 - Intellectual property
 - Conflict of interest resolution
- Path dependence
 - Initial boundary conditions
 - License, community growth
 - Other intellectual property
 - Complementary services

- Novel best practices
 - In sales and marketing
 - In research and development
 - Of community management
- Revenue generation
 - New services/products
- Financial benchmarking
- Traditional software vendors
 - Learning from open source
 - Transition of business model

- Open source adoption
 - Innovation diffusion
 - Participation in projects
- Open collaborative innovation
 - Intellectual property practices
 - Modular architectures
- Financing development
 - Rol calculation of members
- Governance
 - Project, community
 - Intellectual property again
 - Open vs closed development

- Motivation
 - Skills signaling
 - Value appropriation
- Commoditization
 - Globalization
 - Knowledge loss
 - National security
 - Two-class society



Thank you! Questions?

Slides and narrative at: <http://dirkriehle.com/>

dirk.riehle@cs.fau.de - <http://osr.cs.fau.de>

dirk@riehle.org - <http://dirkriehle.com> - [@dirkriehle](#)