

## LEADERSHIP, COLLABORATION

- Enterprise Integration
- Adaptive Leadership, Organic Teams
- Shared Vision
- Generative Processes
- Open Information
- Light Touch, Emergent Order
- Monitoring, Learning
- Technology and IP

## STRATEGIC PLANNING

- Risks and Opportunities
- Market Requirements
- Technologies, Architectures, Competencies
- Road Maps
- Pricing
- Cost, Revenue Analysis
- Product Launch

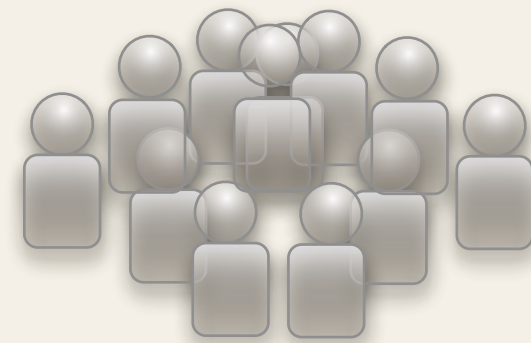
## PRODUCT DEVELOPMENT

- Technology and IP
- Tools and Processes
- Specification
- Project Management
- Lifecycle Management
- People, Teams, Culture

## DOUGLAS AMBORT

### REPRESENTATIVE FIELDS of INFLUENCE

Software Development  
Technical Publications  
Sales and Marketing  
Business|Community Development  
Marketing Communications  
Public Relations  
Training, Instructional Design  
Professional Services  
Technical Support  
Operations  
Information Technologies  
Finance  
Legal and Human Resources  
Executive Management



## CUSTOMER AGENCY

- Needs Analysis
- Product Development
- Alpha, Beta Testing
- Product Evaluation
- Advocacy

## TECNOLOGY ALLIANCES, PROFESSIONAL ASSOCIATIONS

- Technology
- Best Practices
- Standards
- Law
- Knowledge, Participation, Representation

## PARTNER RELATIONS

- Discovery
- Development
- Customization
- Technology and IP