

# REFERENCE EXTRACT

“Obligations and  
Opportunities”

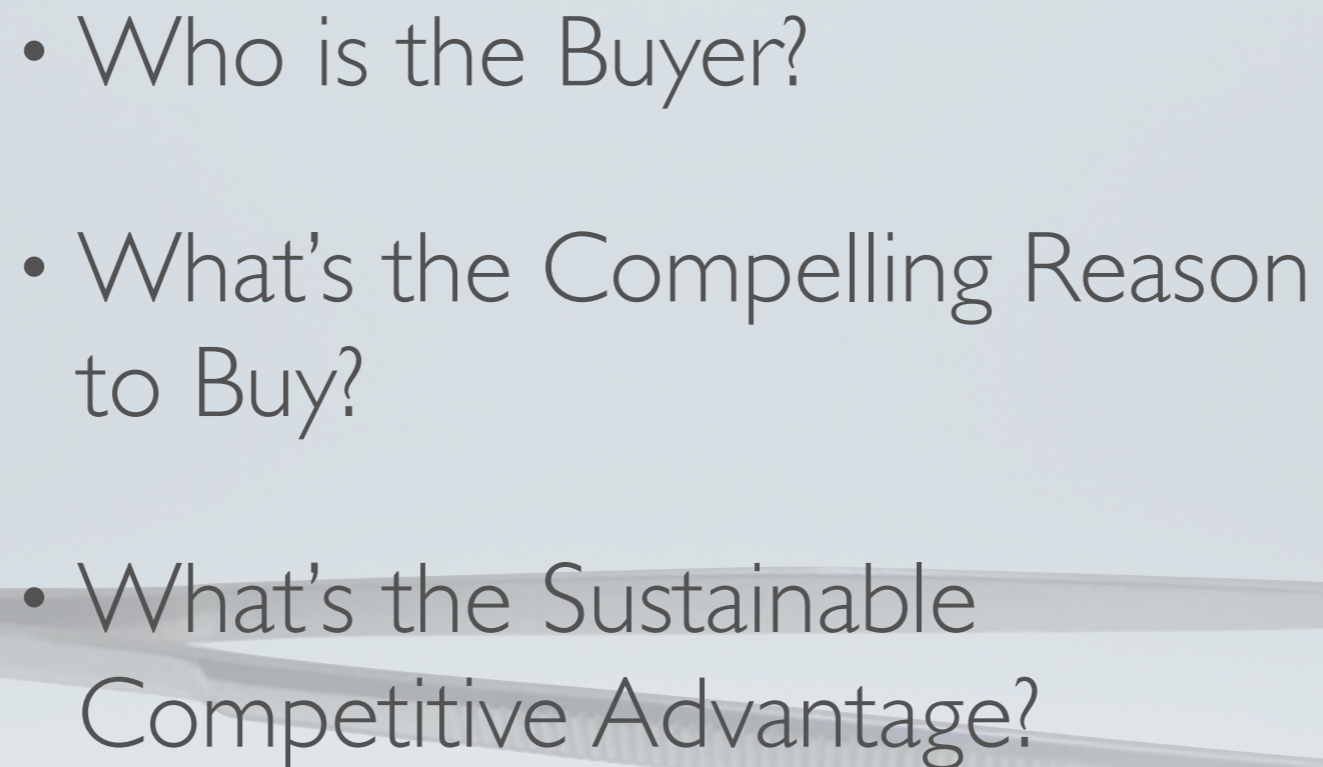
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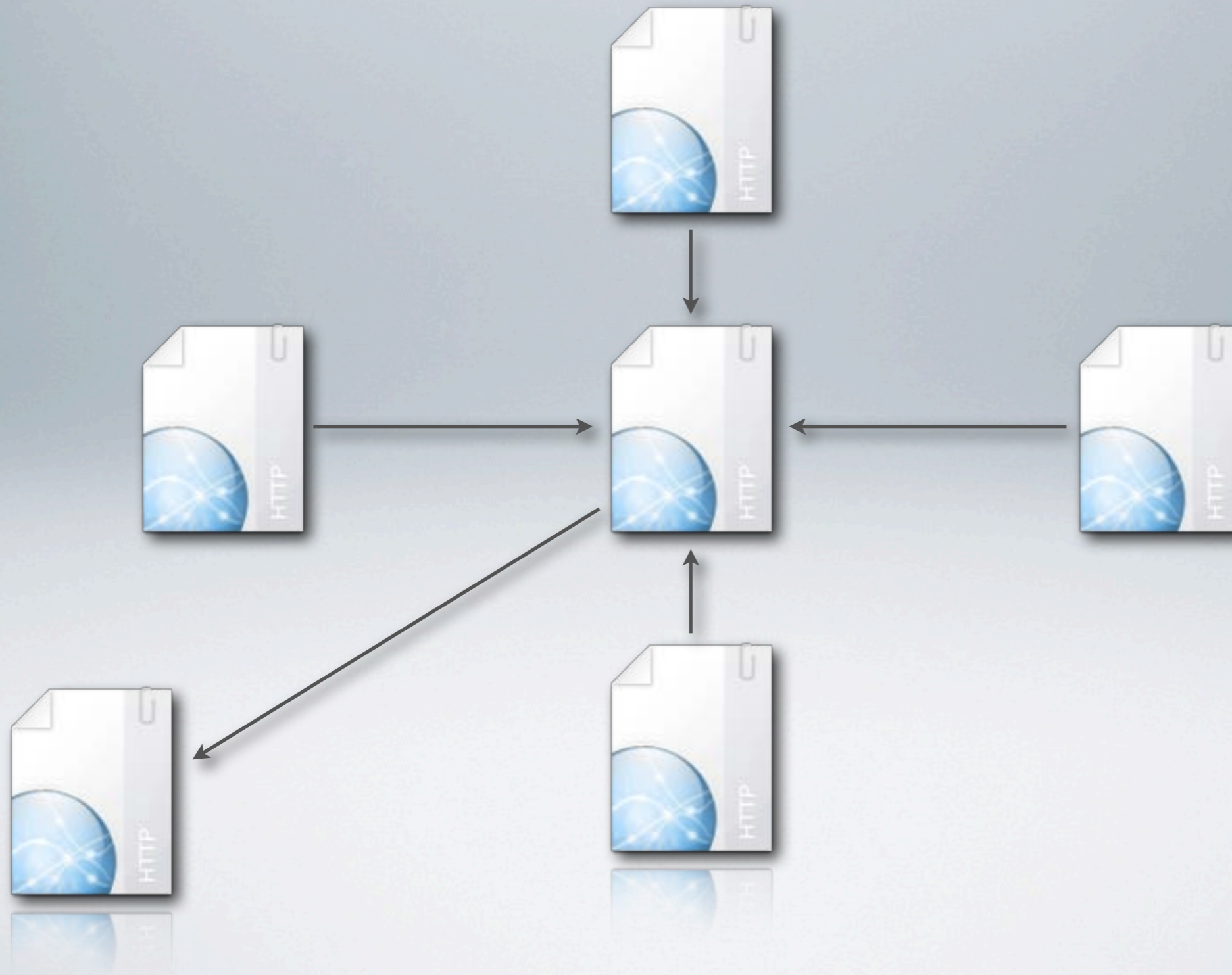
Outline:  
What?  
Why?





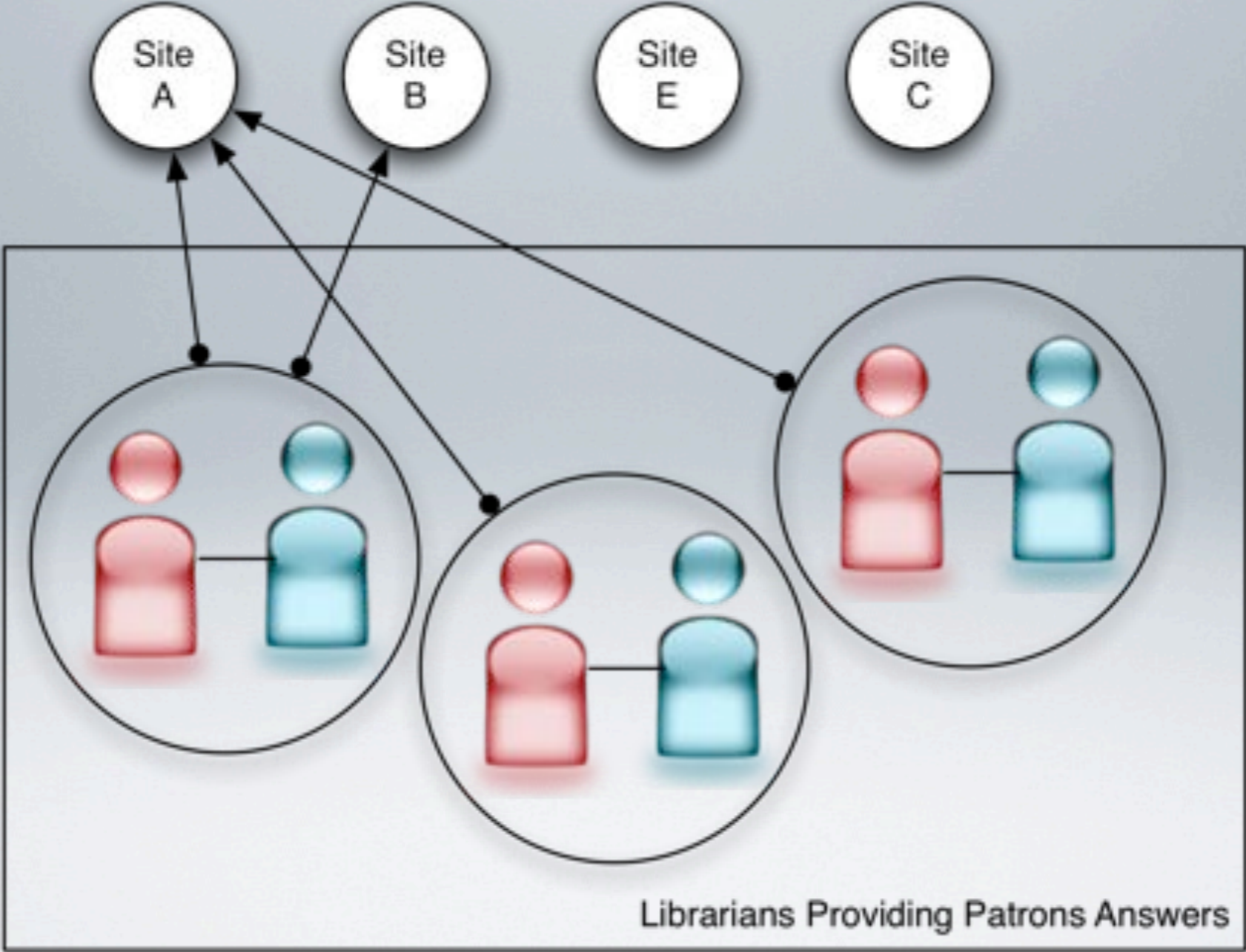
- 
- A pair of tweezers is shown holding a white rectangular card. The card contains three bullet points. The tweezers are positioned horizontally, with the card held between the tips. The background is a plain, light-colored surface.
- Who is the Buyer?
  - What's the Compelling Reason to Buy?
  - What's the Sustainable Competitive Advantage?

# PAGE RANK



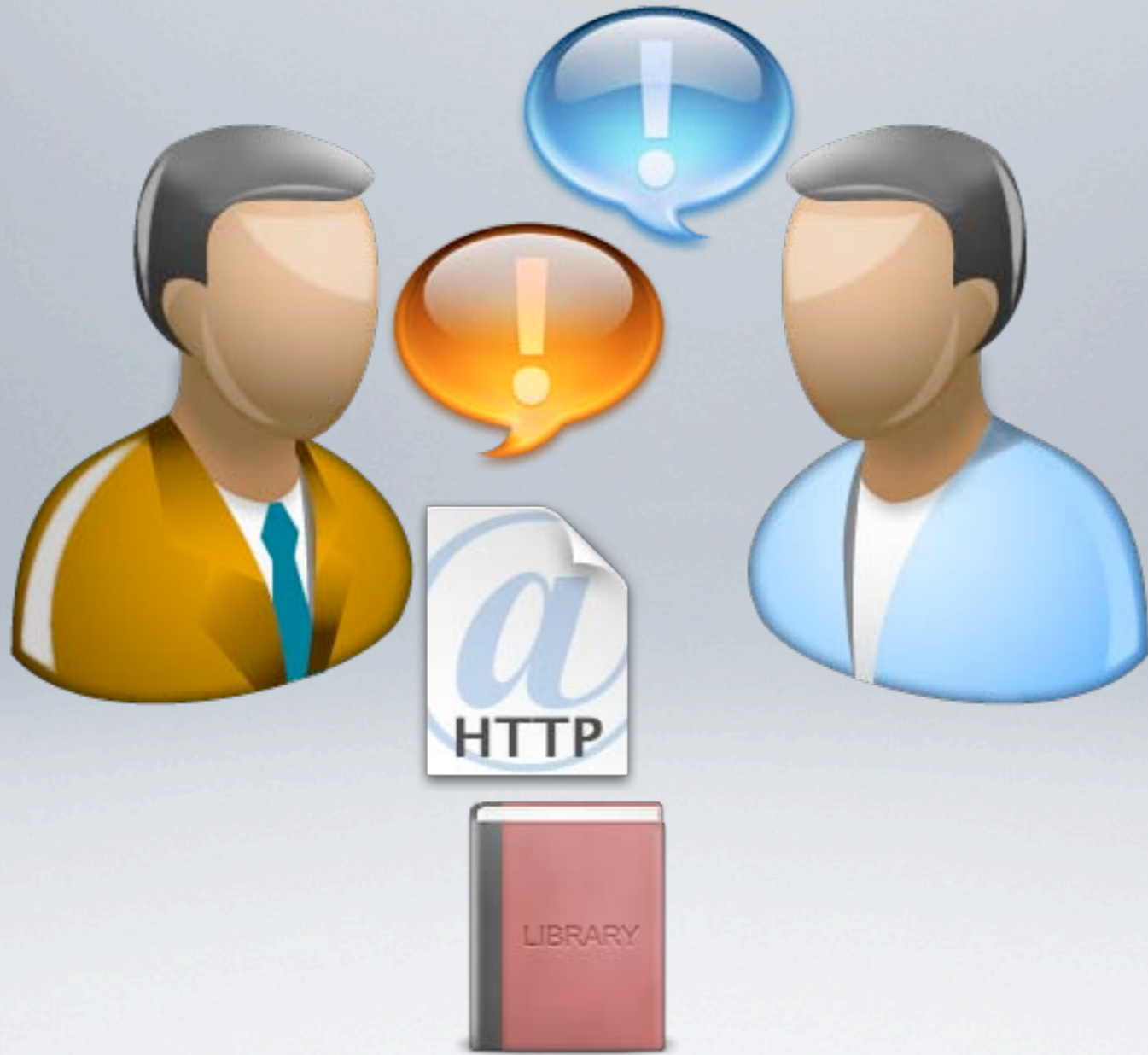


# REFERENCE WEIGHTING















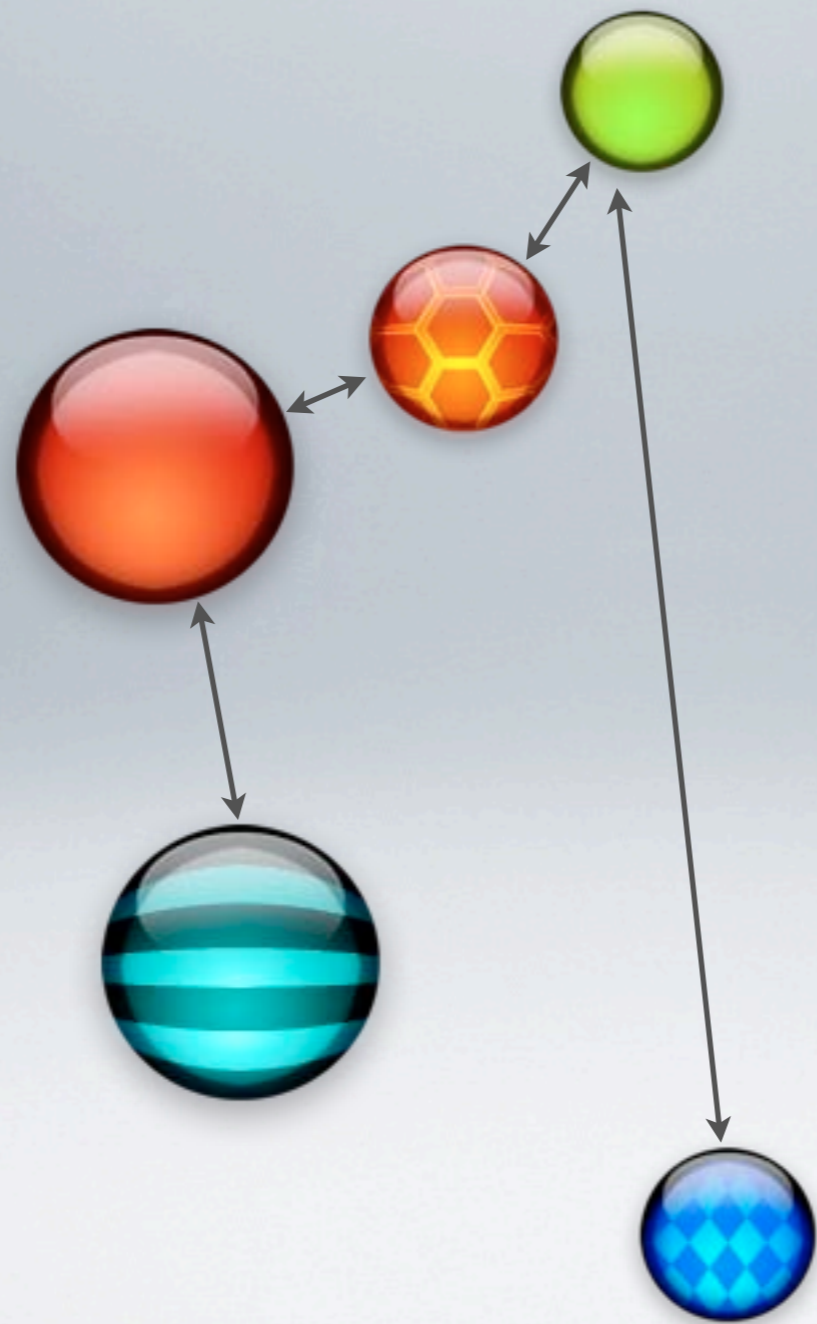


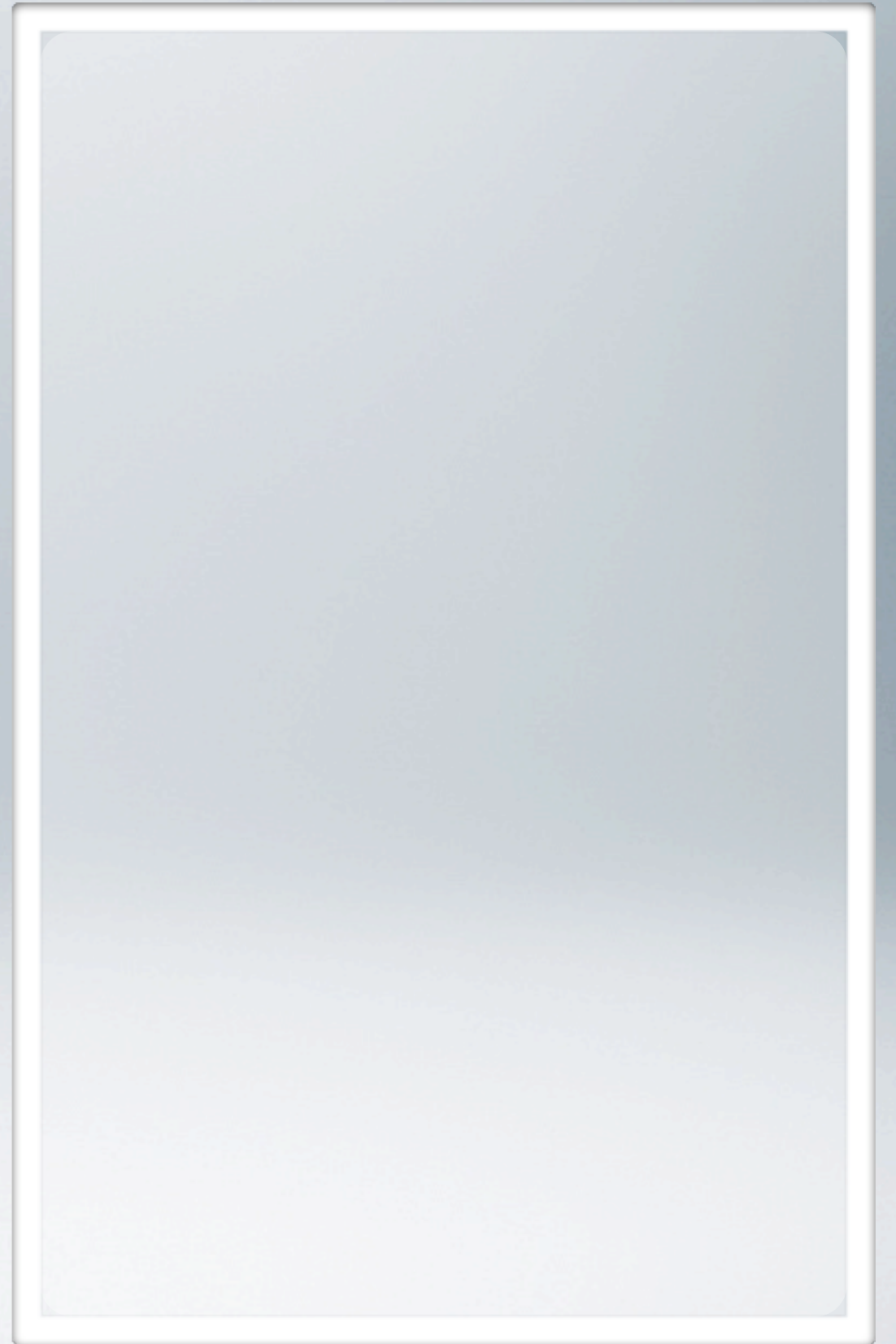
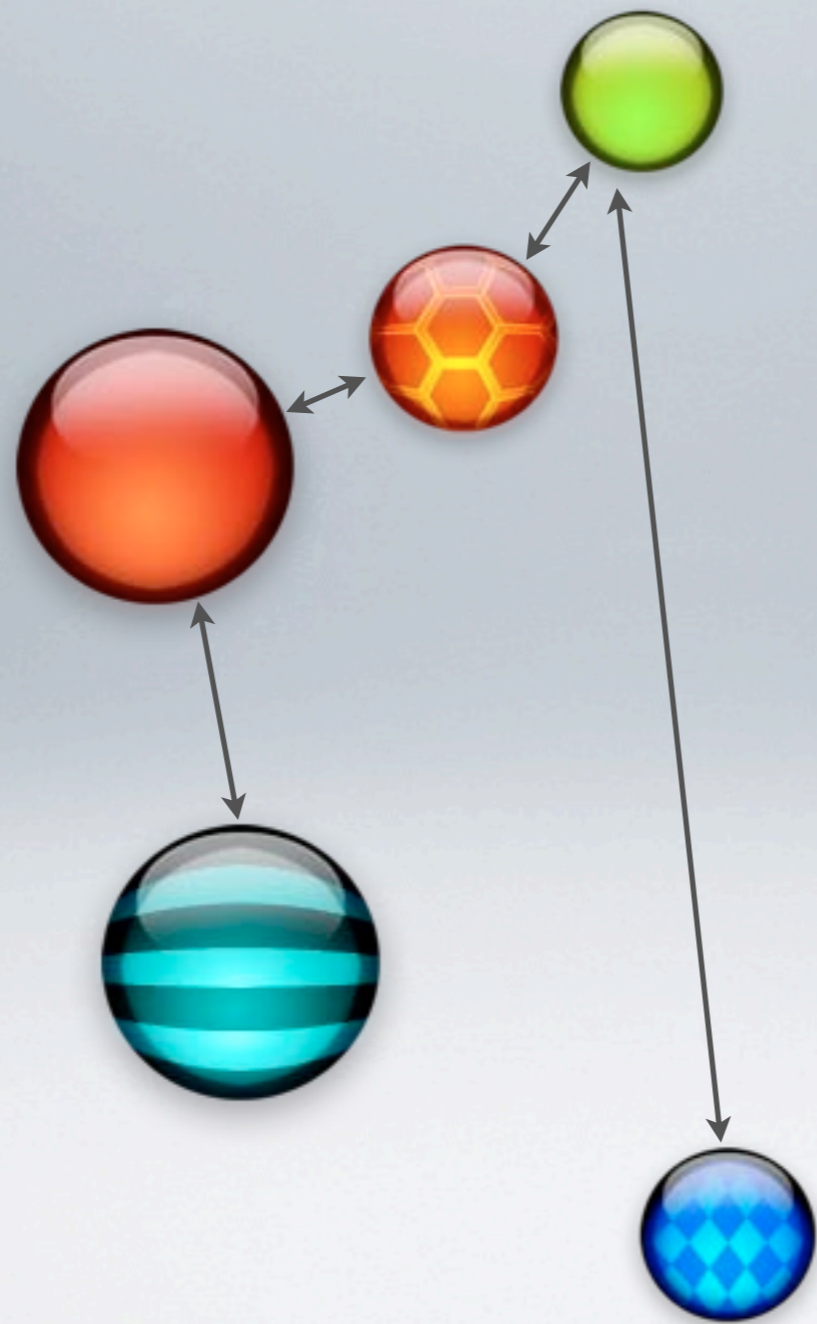




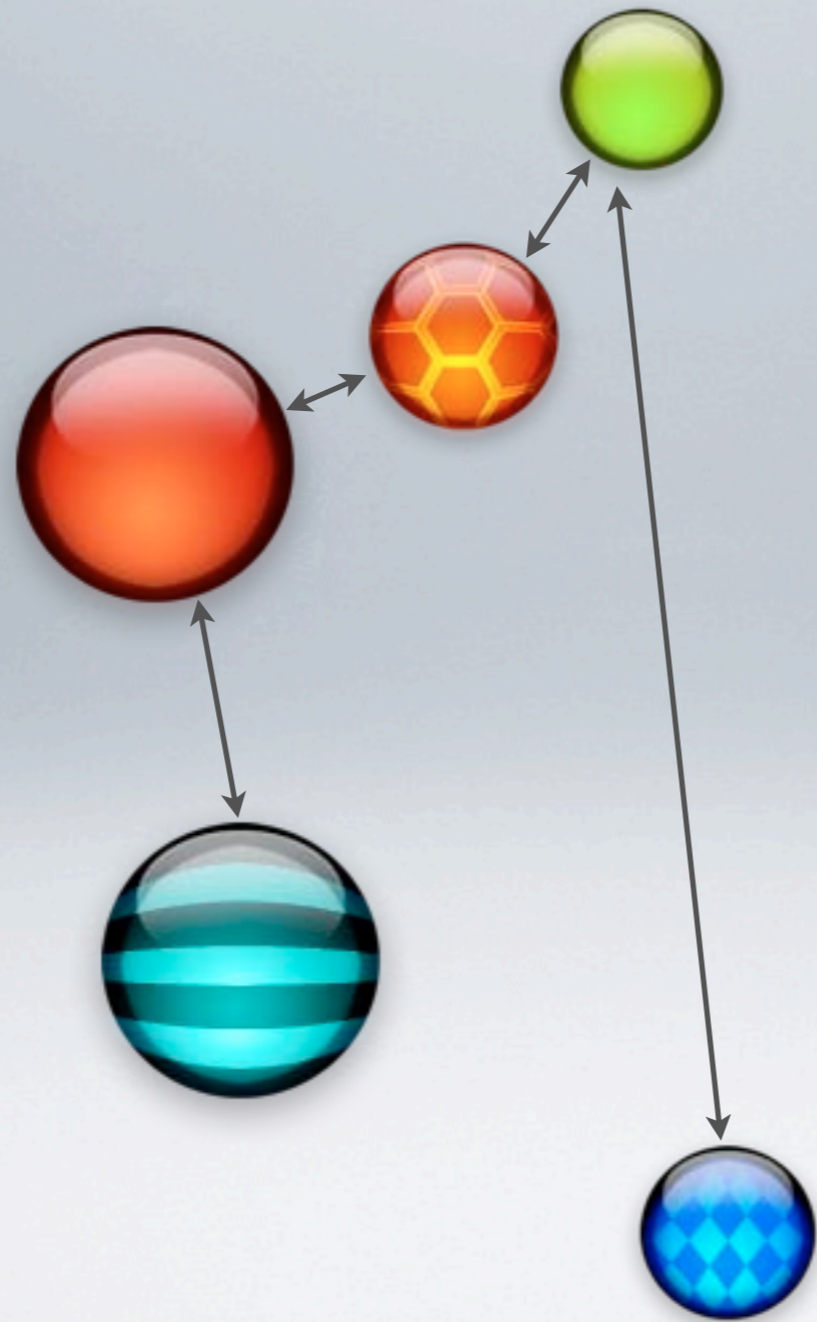


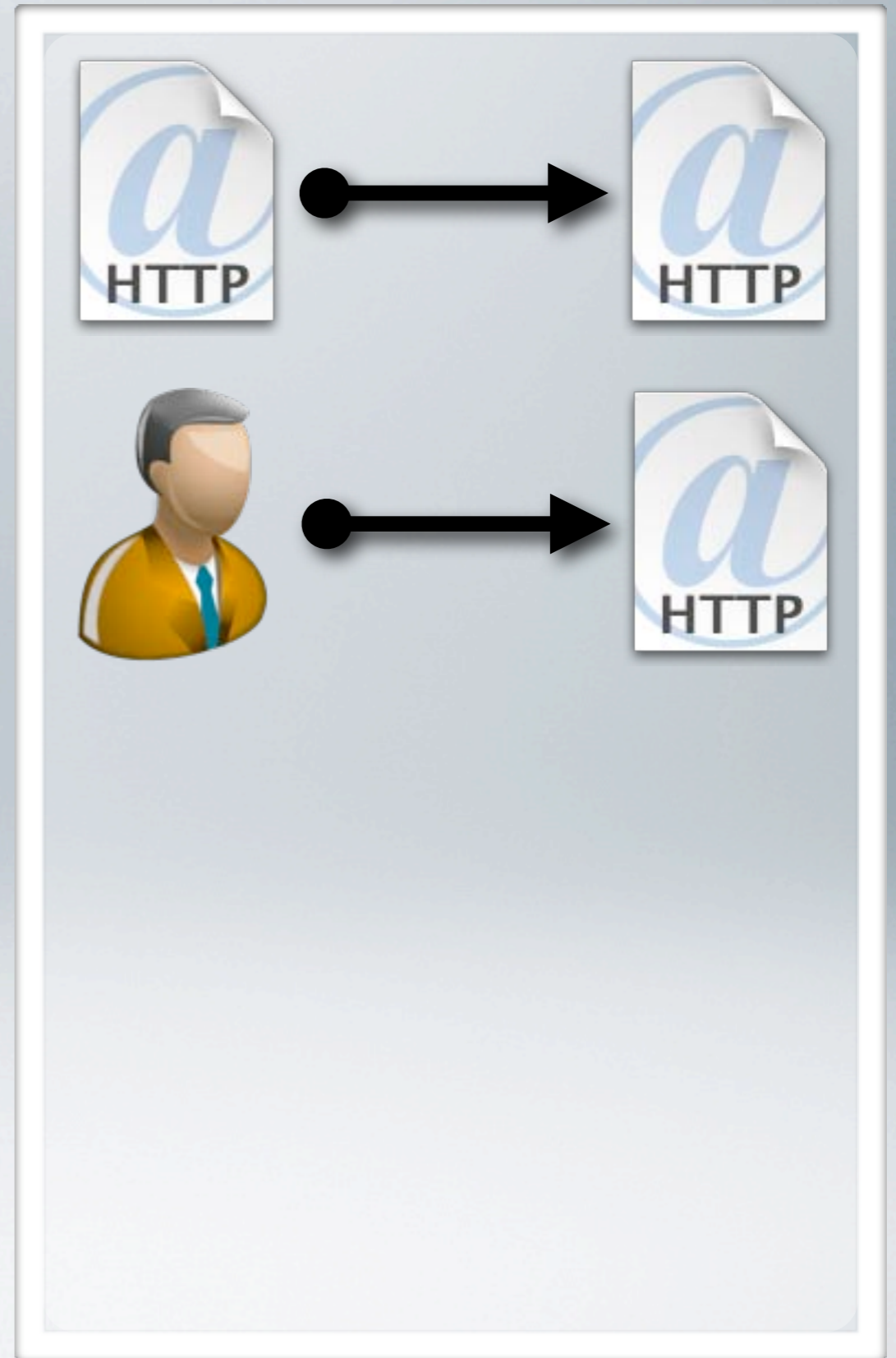
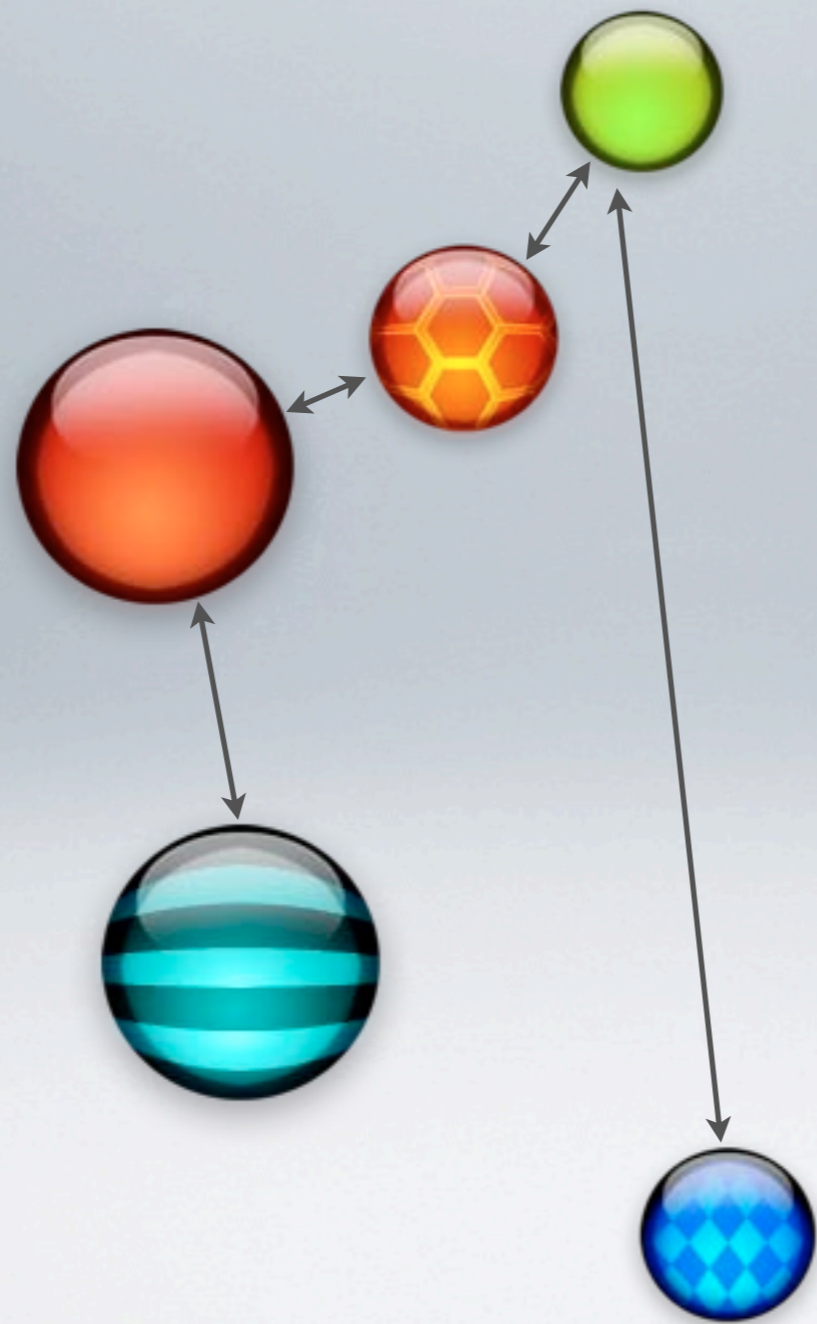




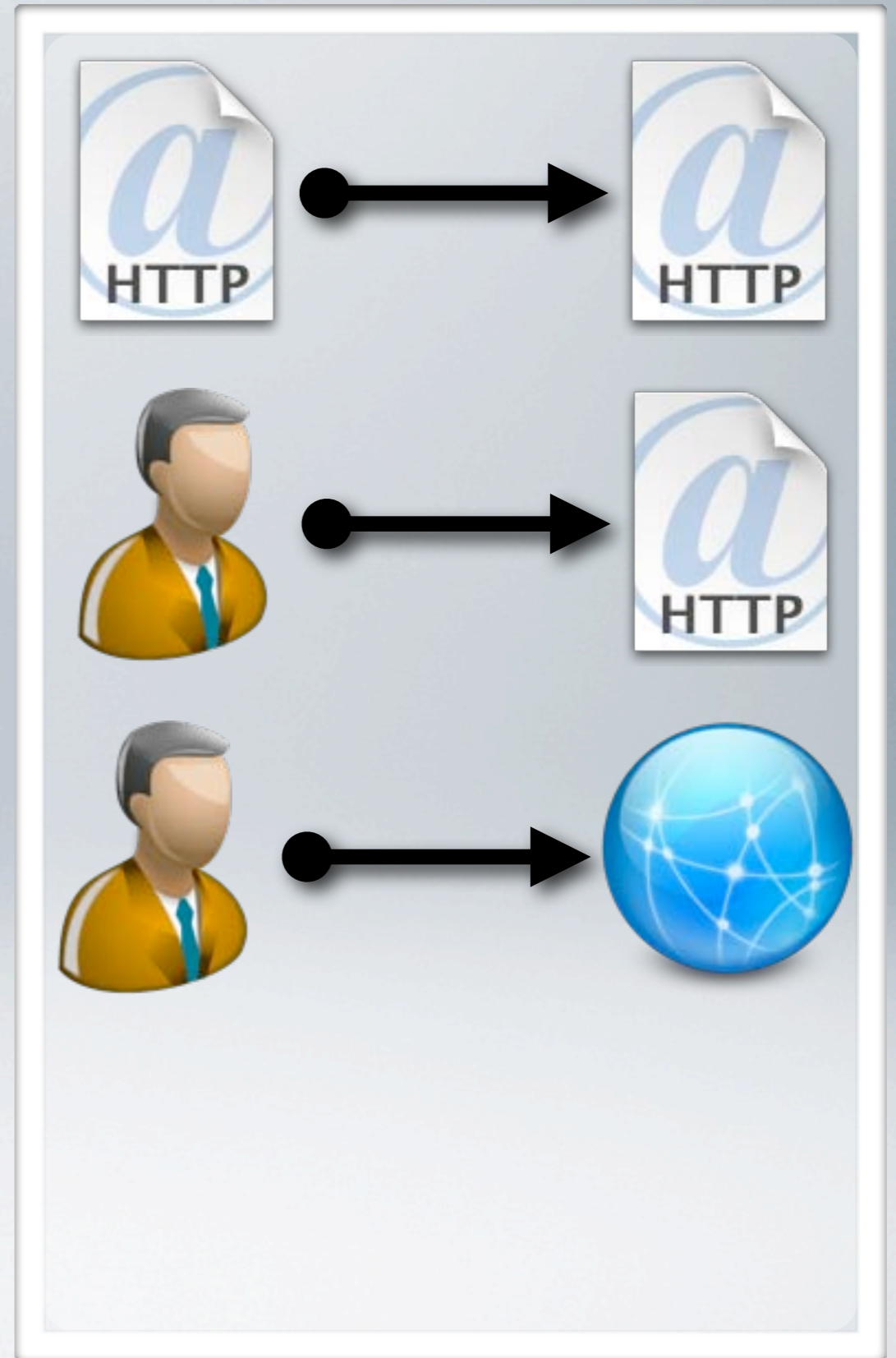
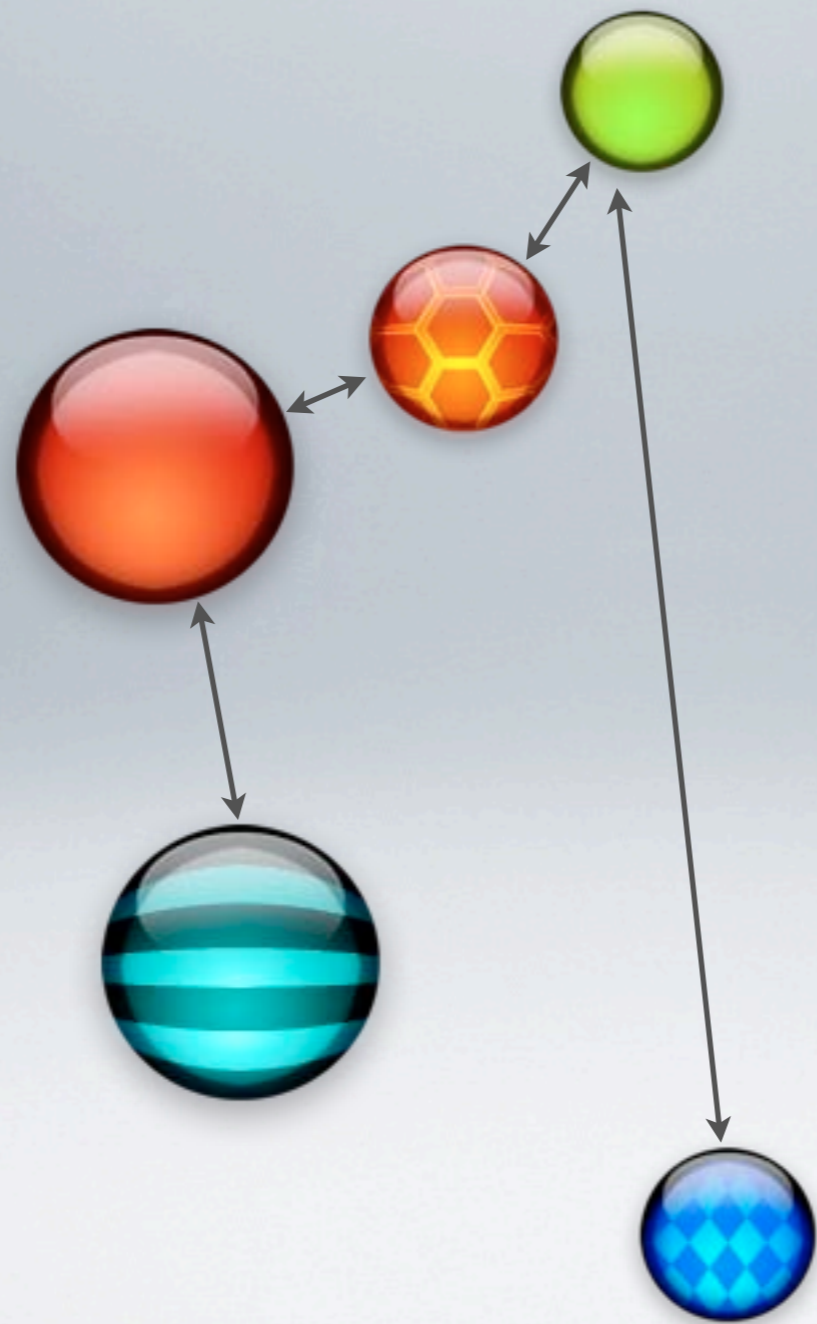


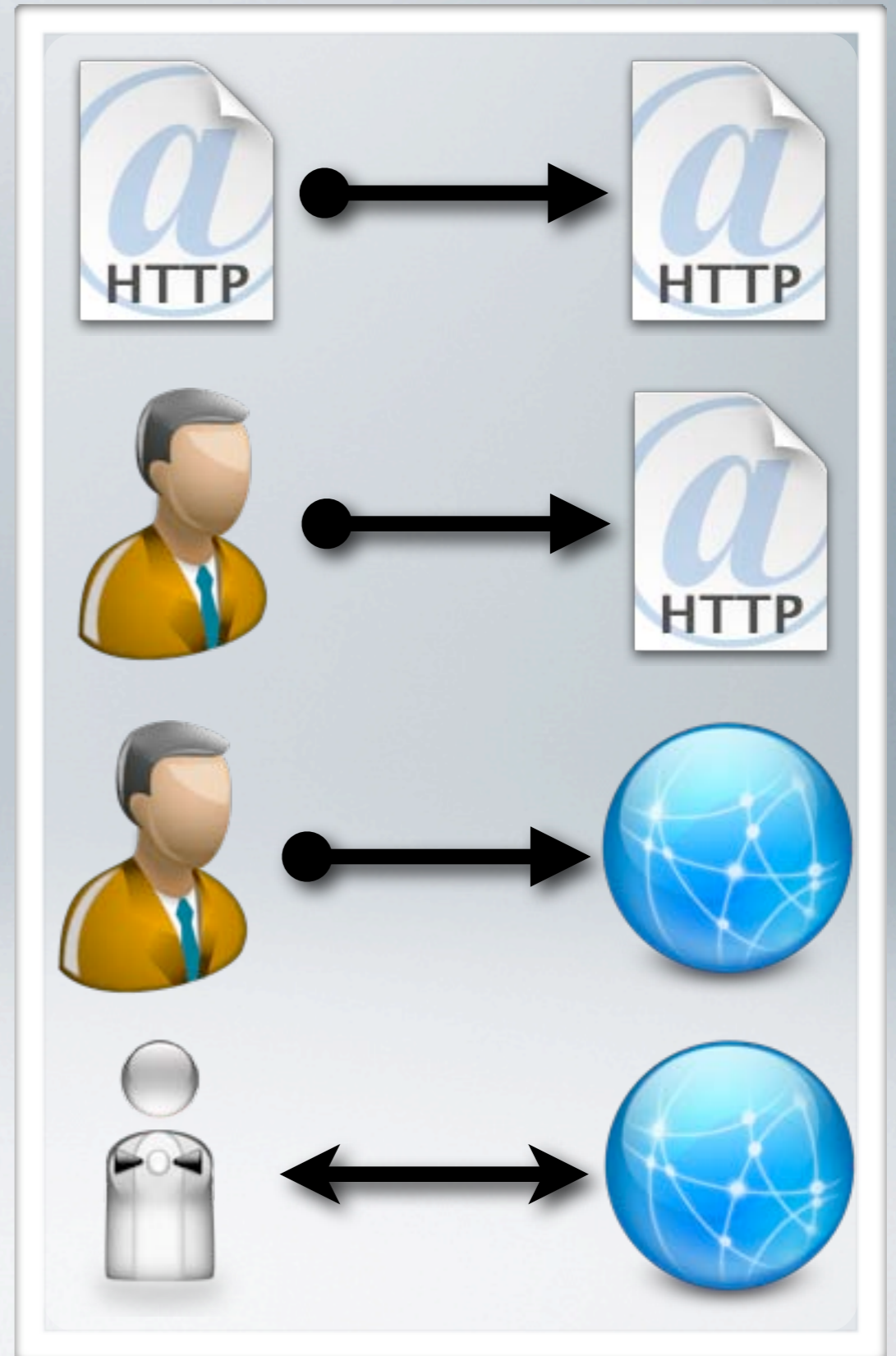
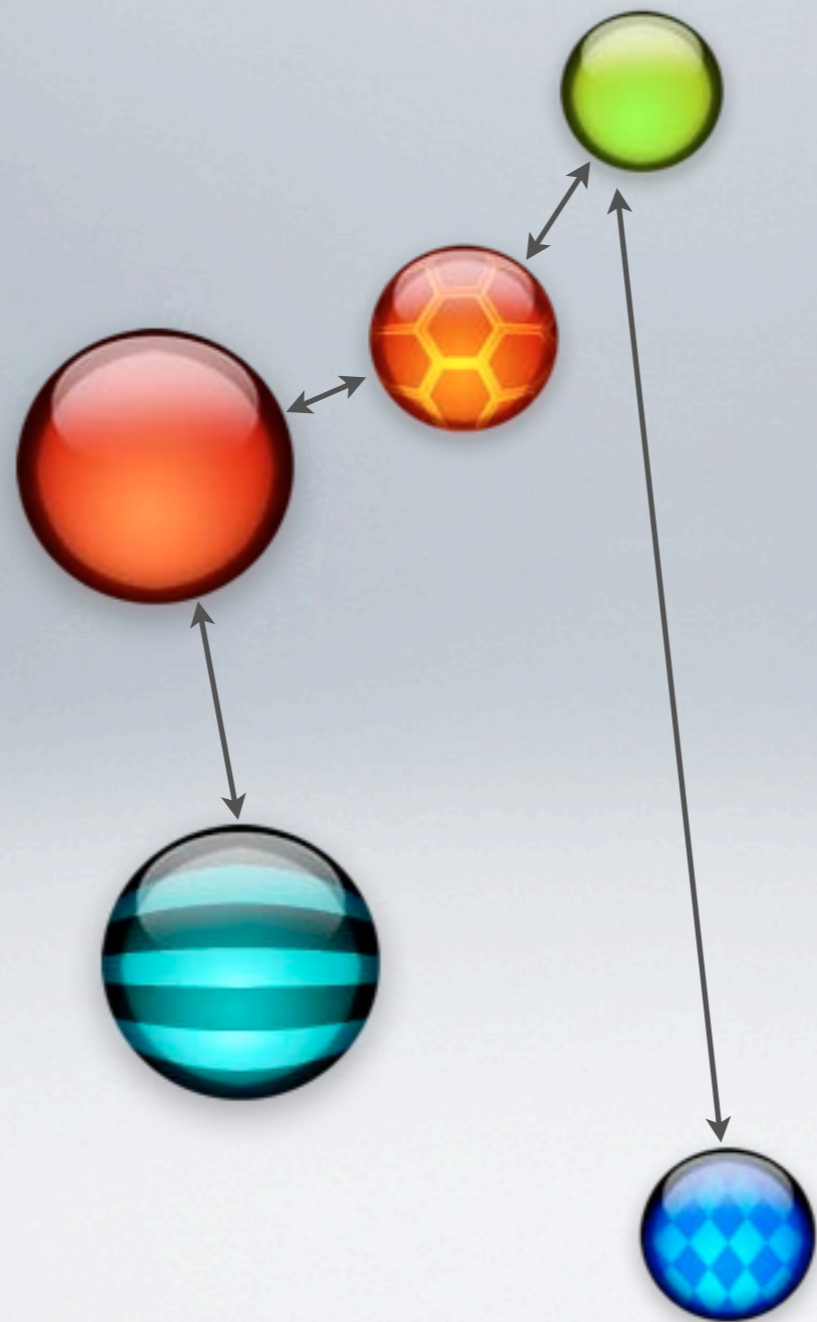




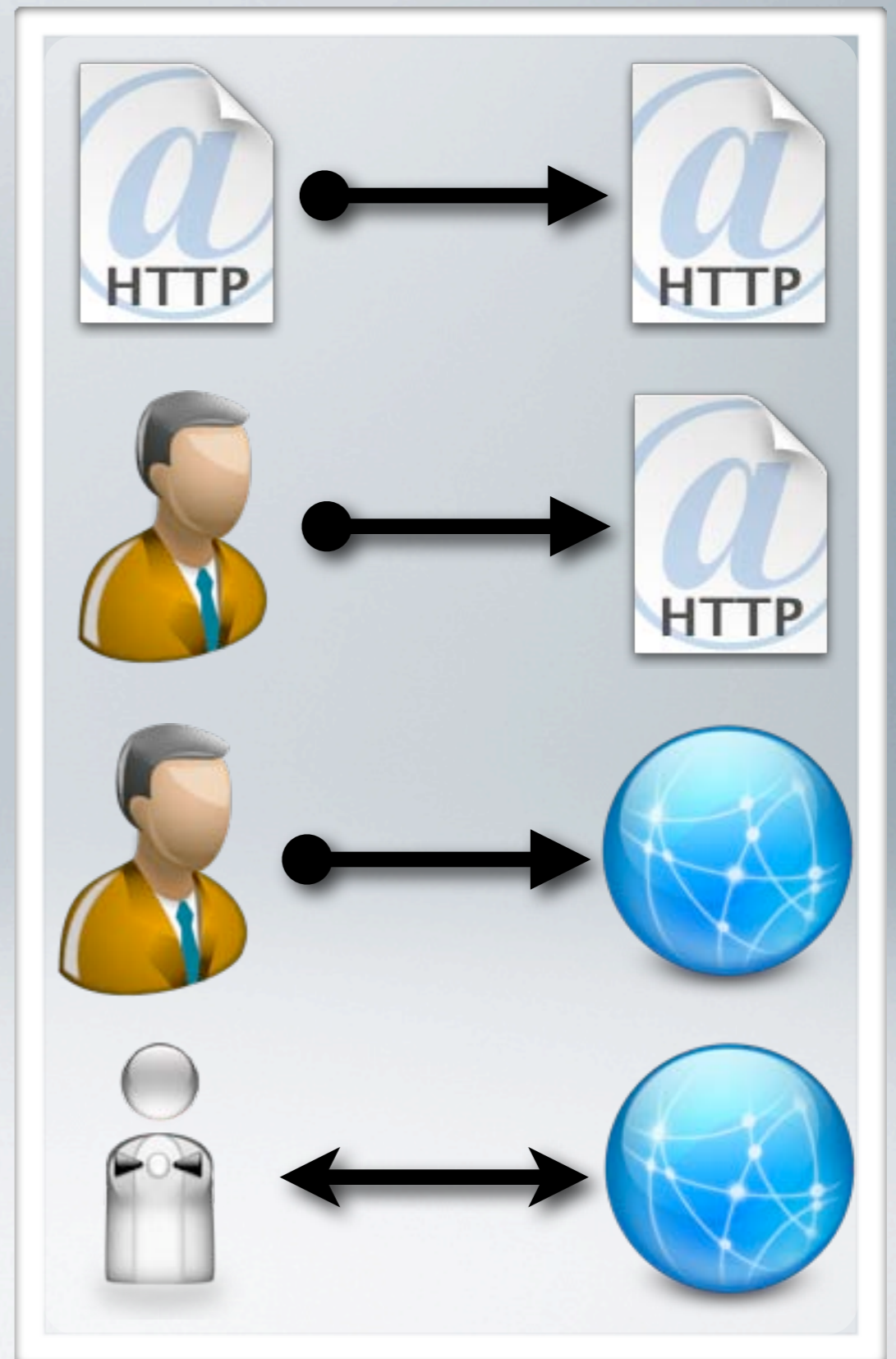
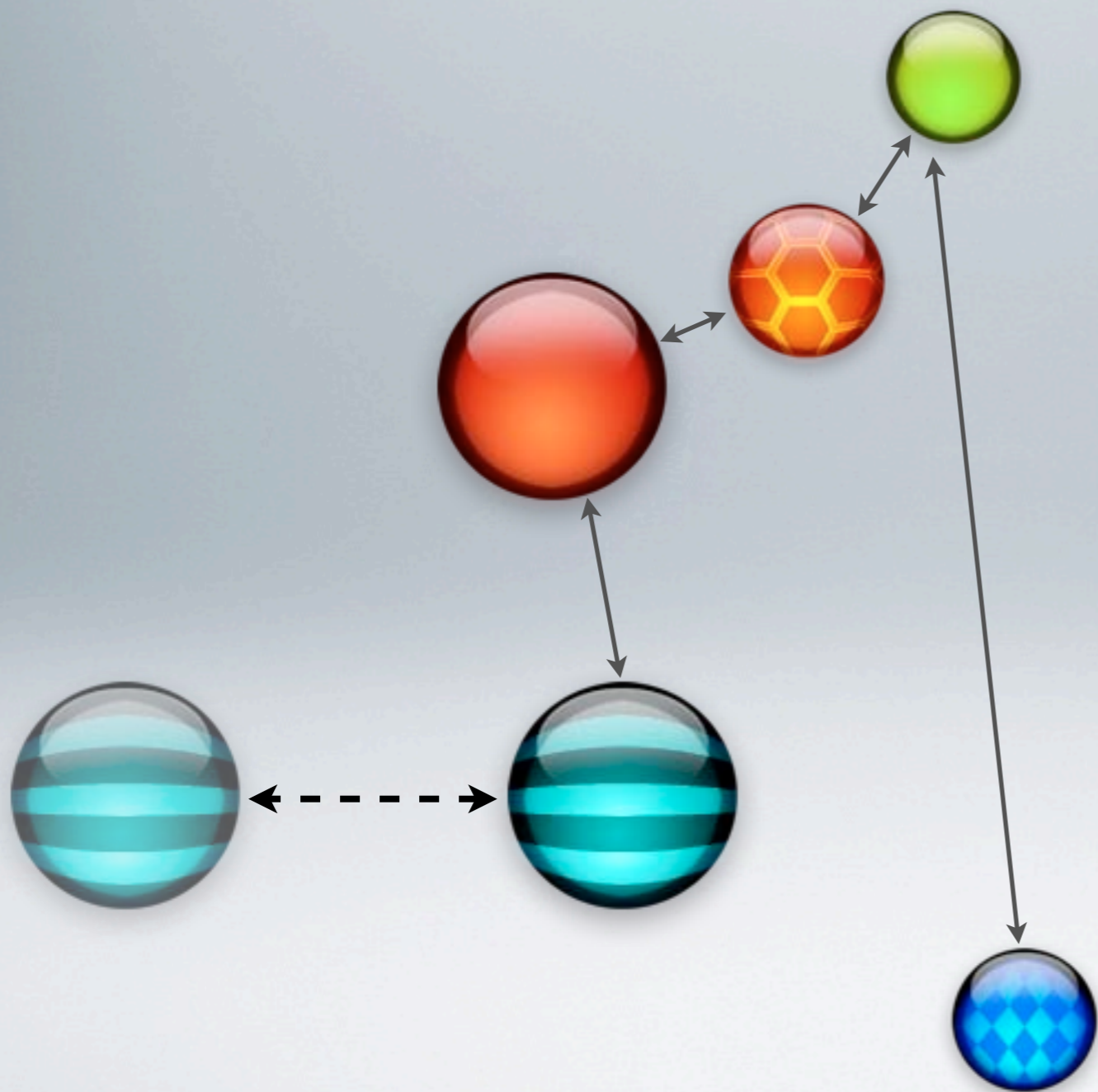




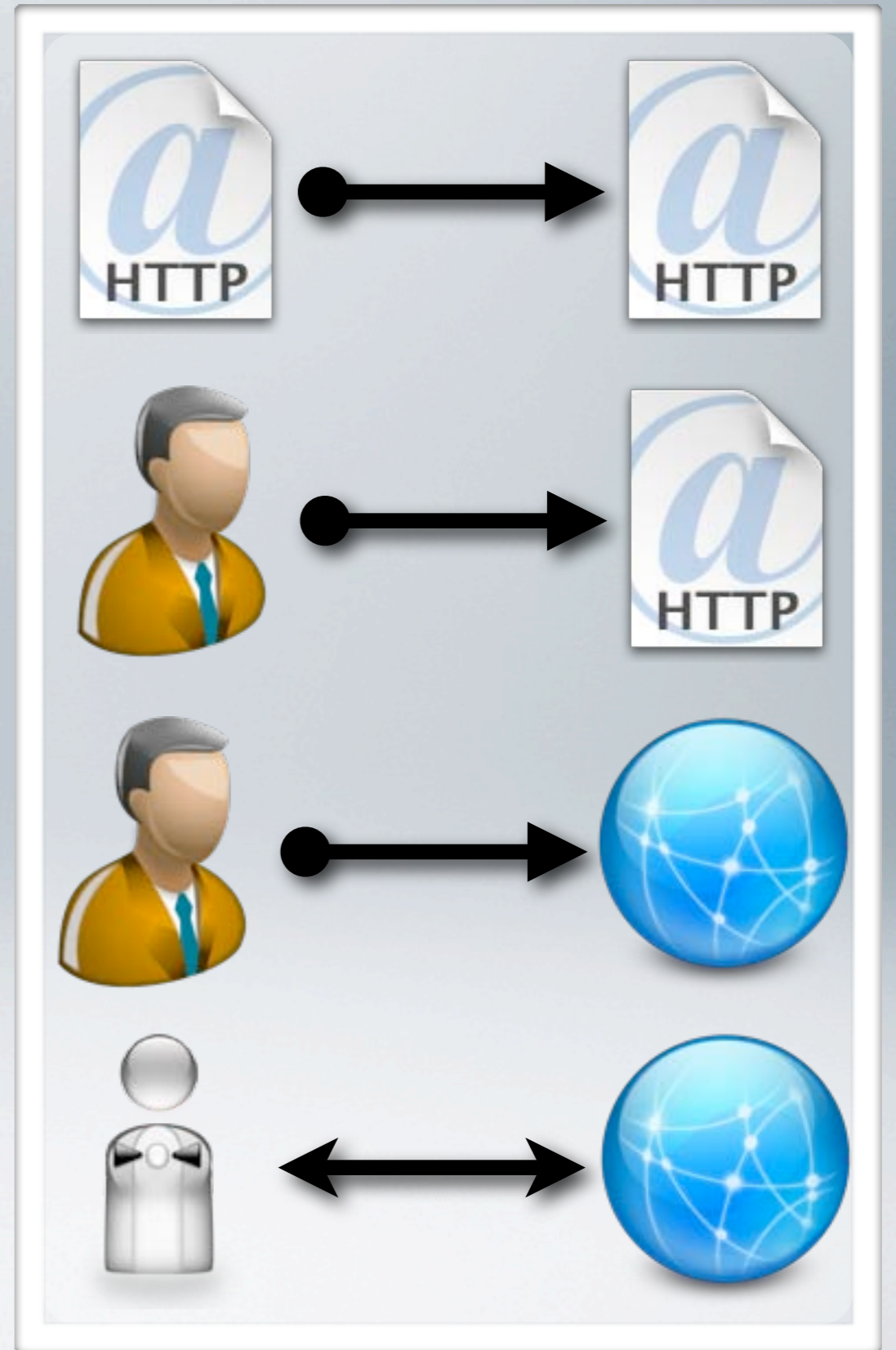
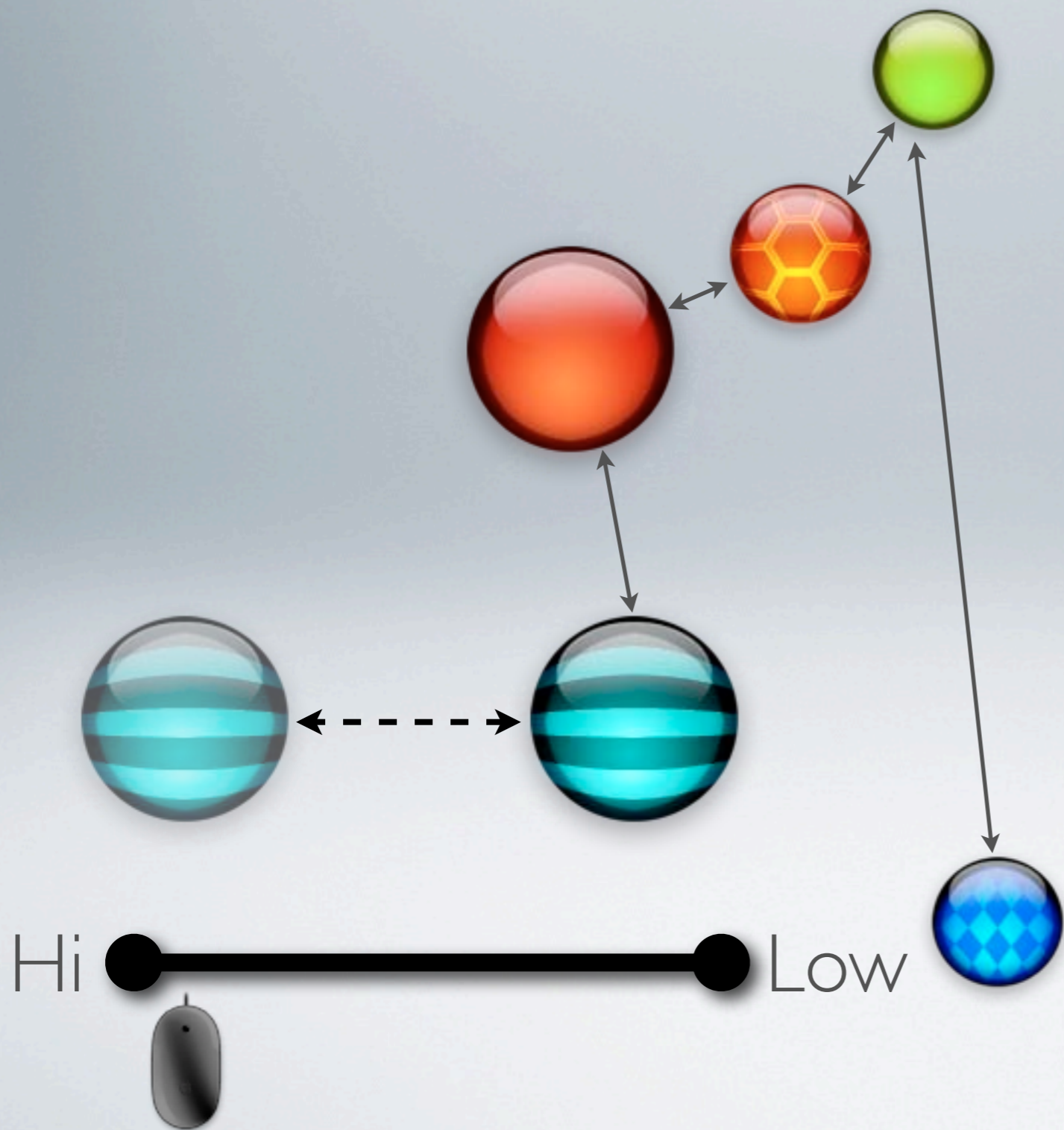




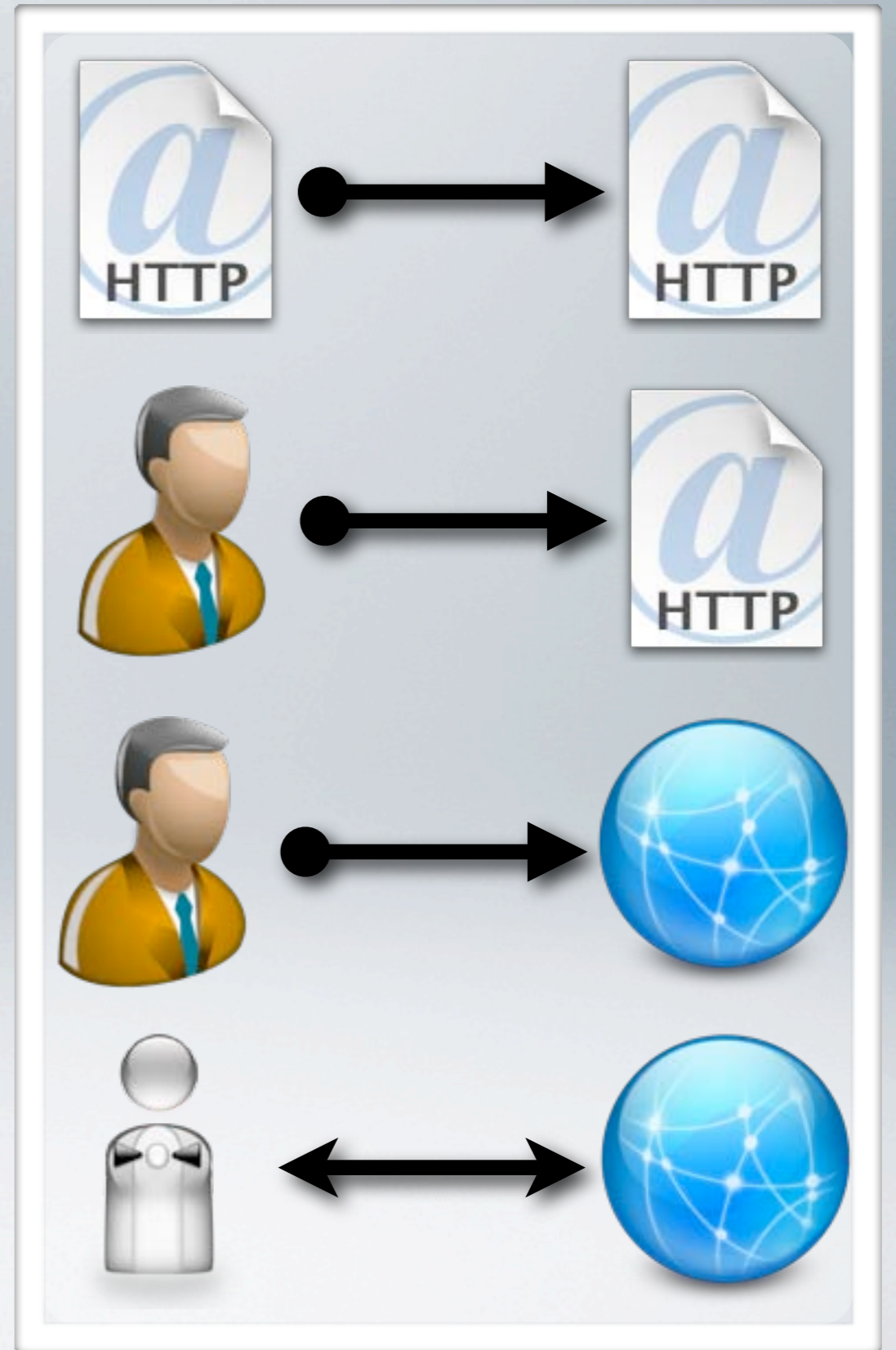
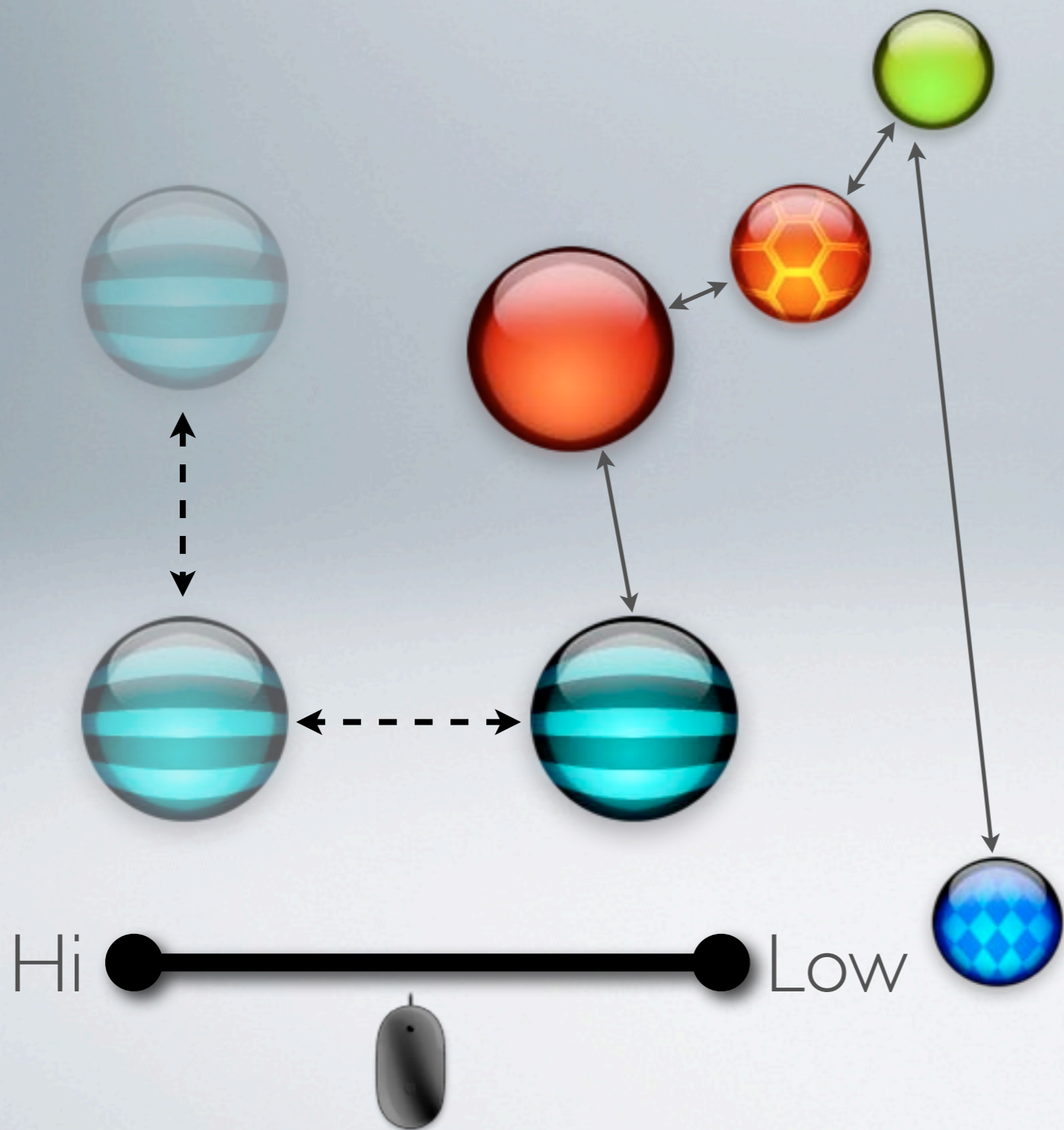




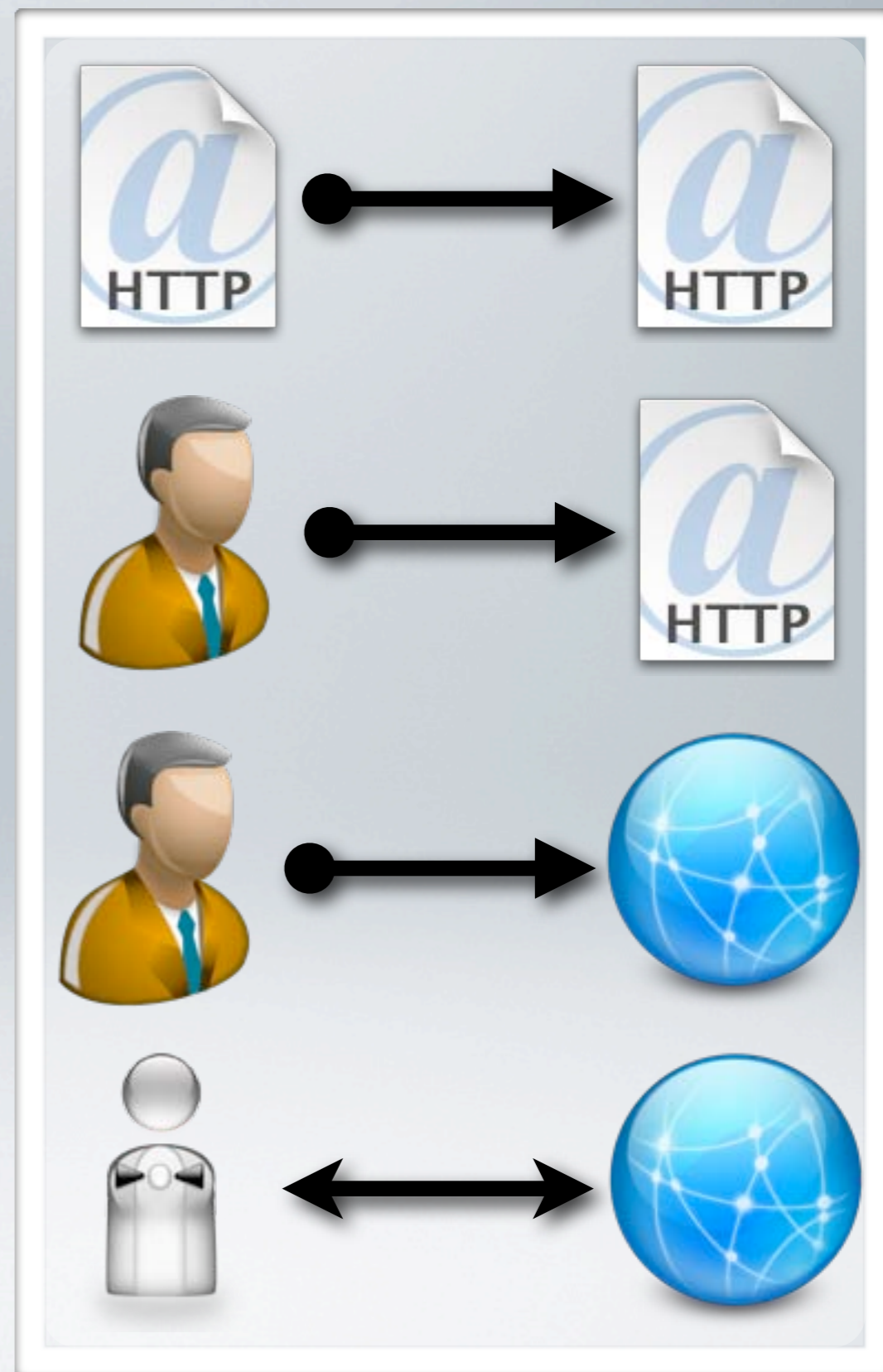
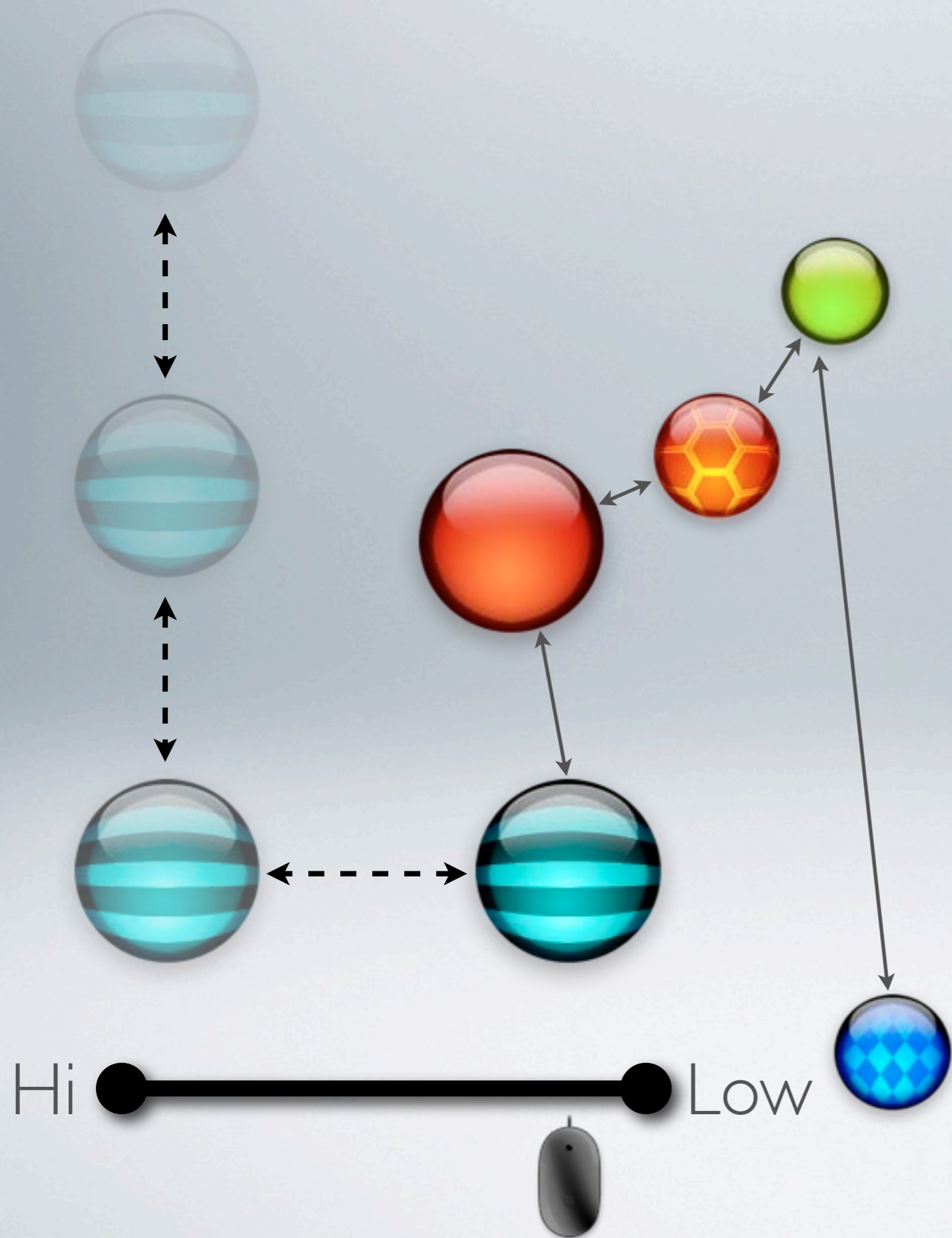






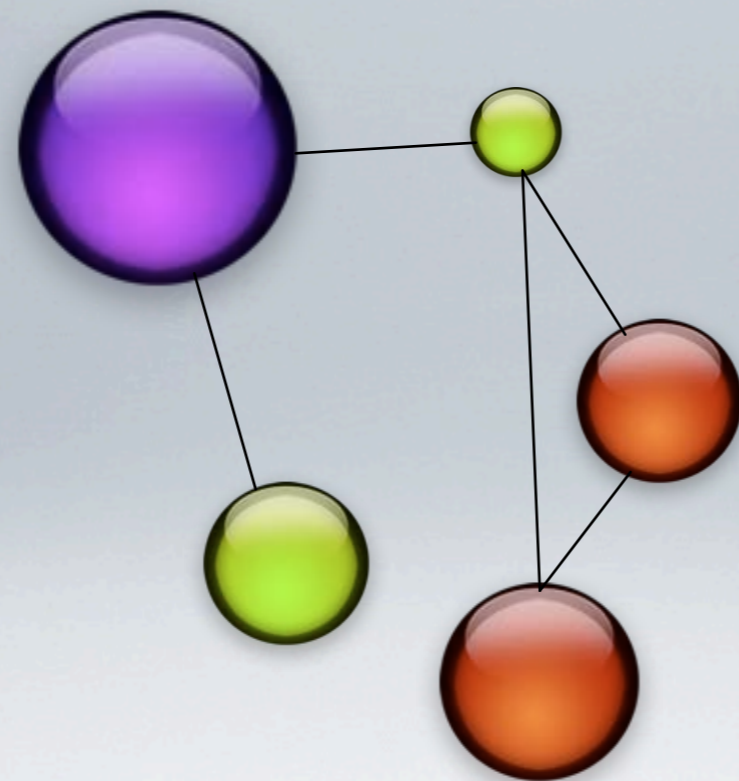




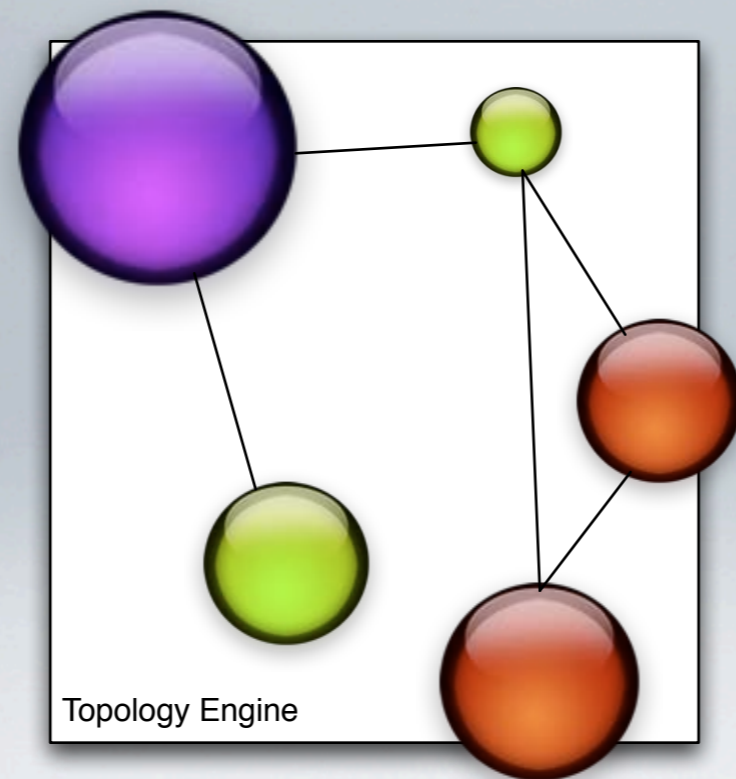




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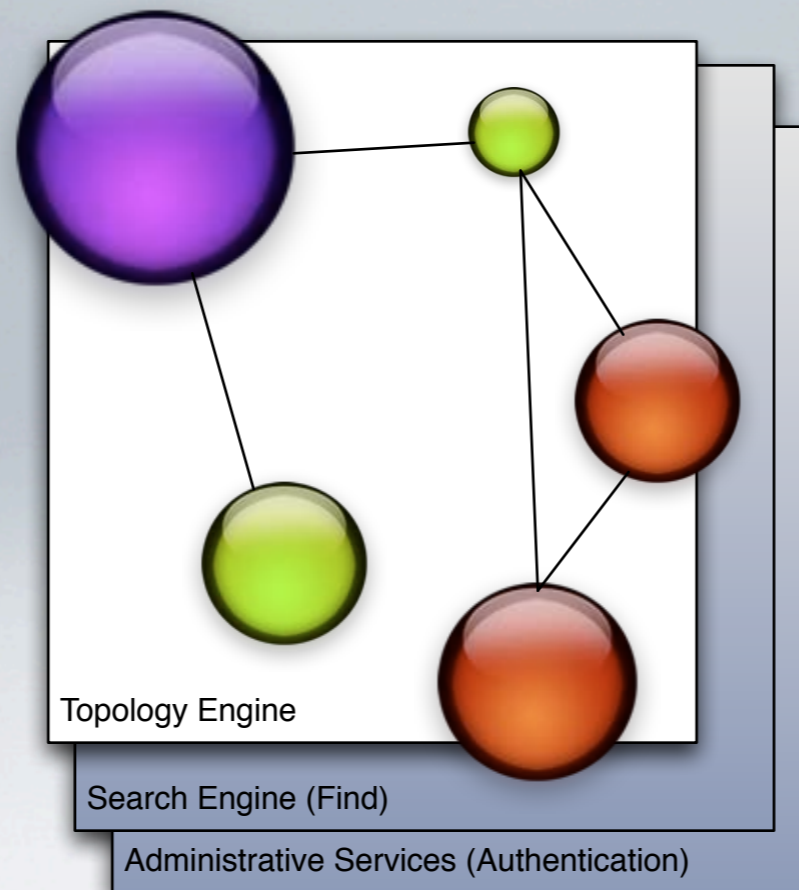


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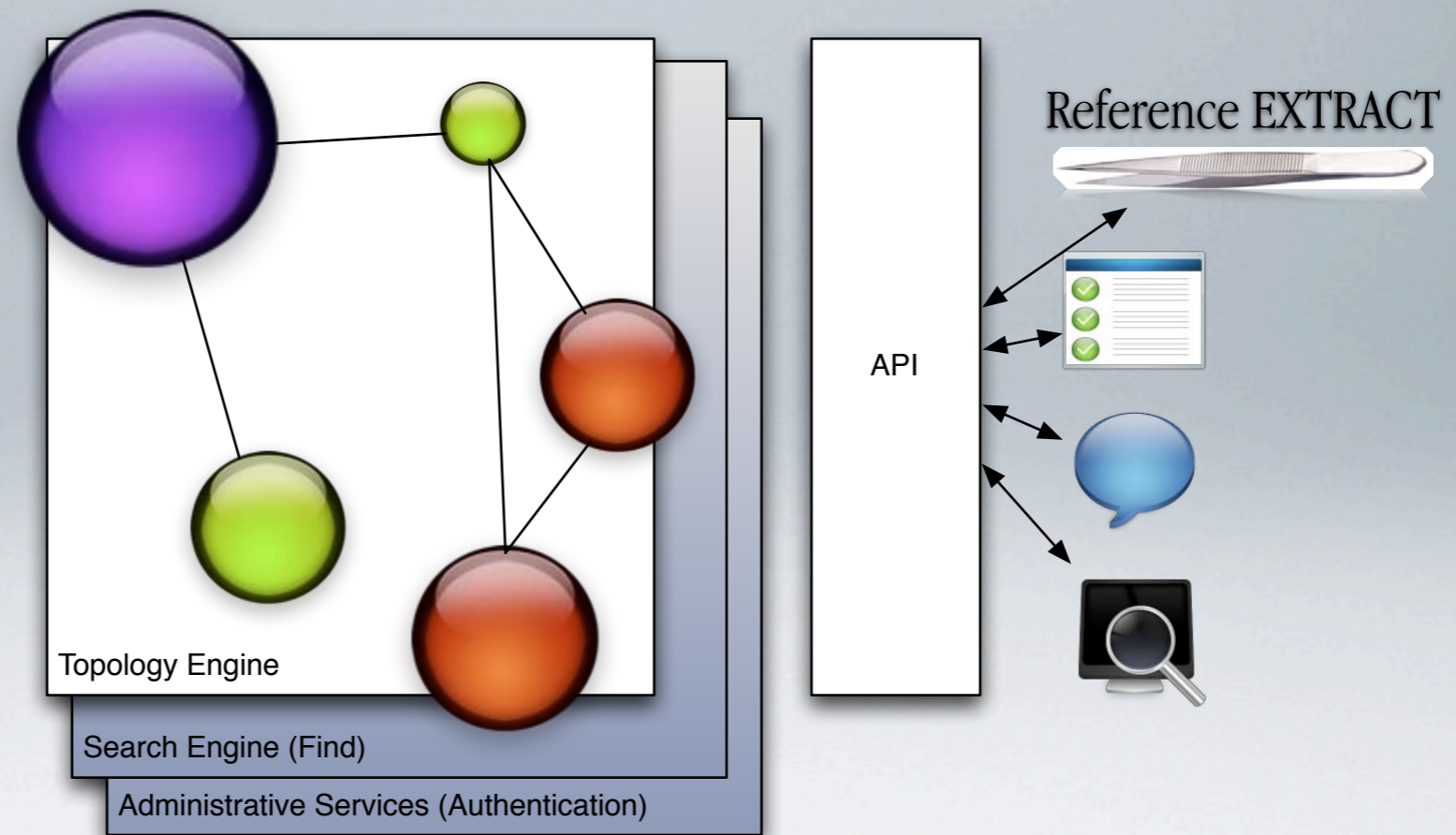




# ARCHITECTURE



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# Reference EXTRACT



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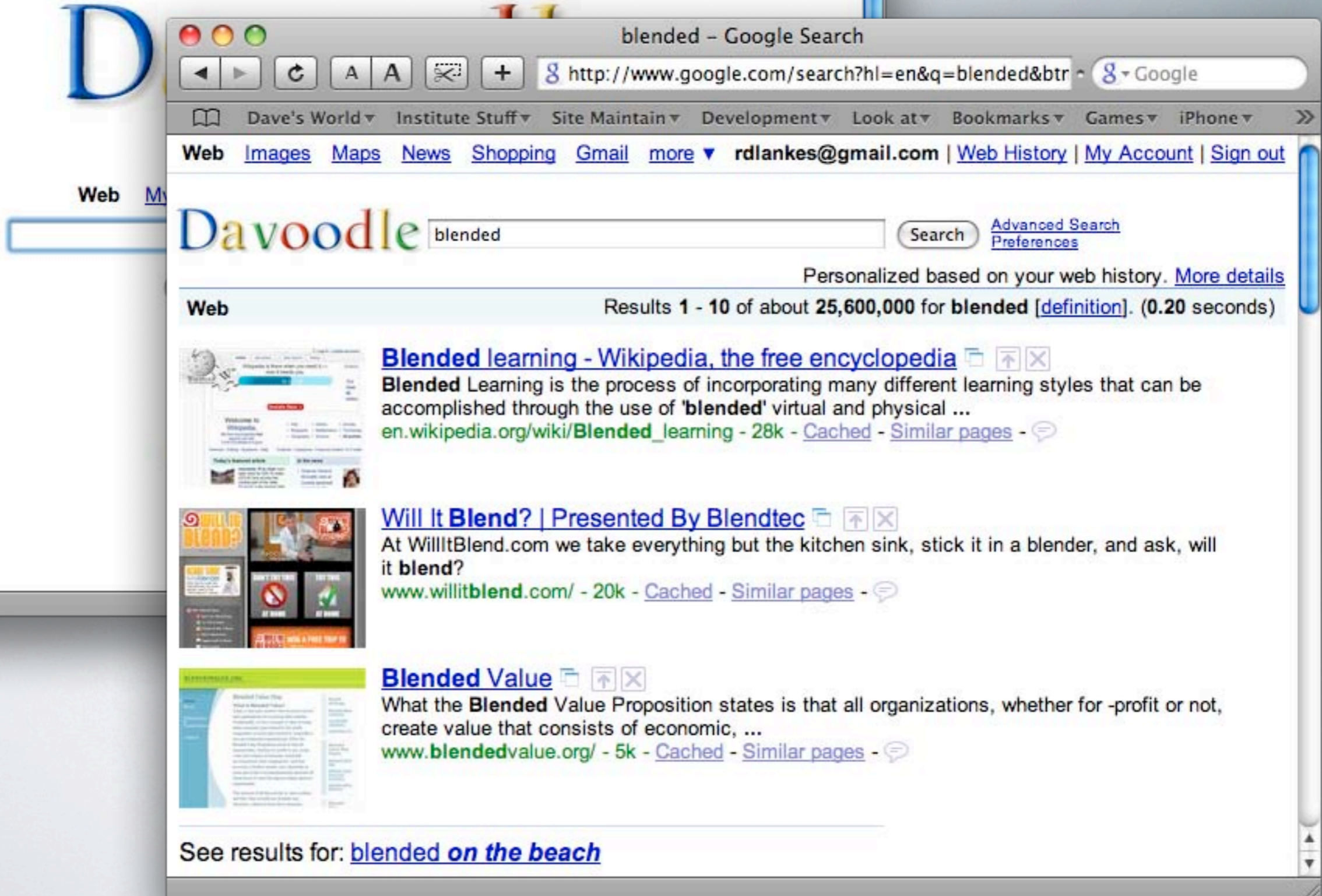
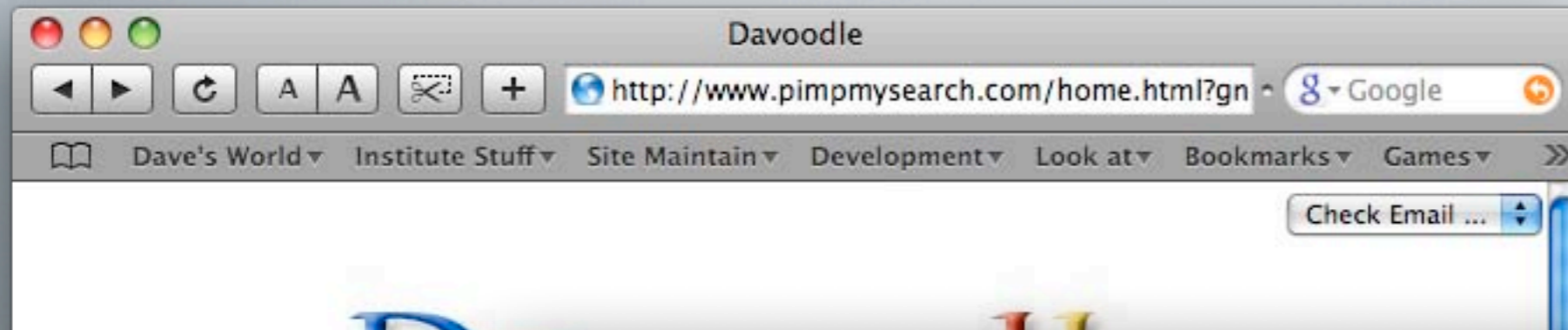
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<input type="checkbox"/> <a href="#">2</a>		■■■■■	<a href="#">Audubon Society field guide to North American fishes, whales, and dolphins / Herbert T. Boschung, Jr. ... [et al.].</a>	<a href="#">c1983, 1986 printing.</a>	ESF
			Available at more than one location		
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			Moon Library Books	33	Status: Available
			<a href="#">Biological observations on Mesoplodon carlhubbsi (Cetacea,</a>	y Foster.	c1983. ESF





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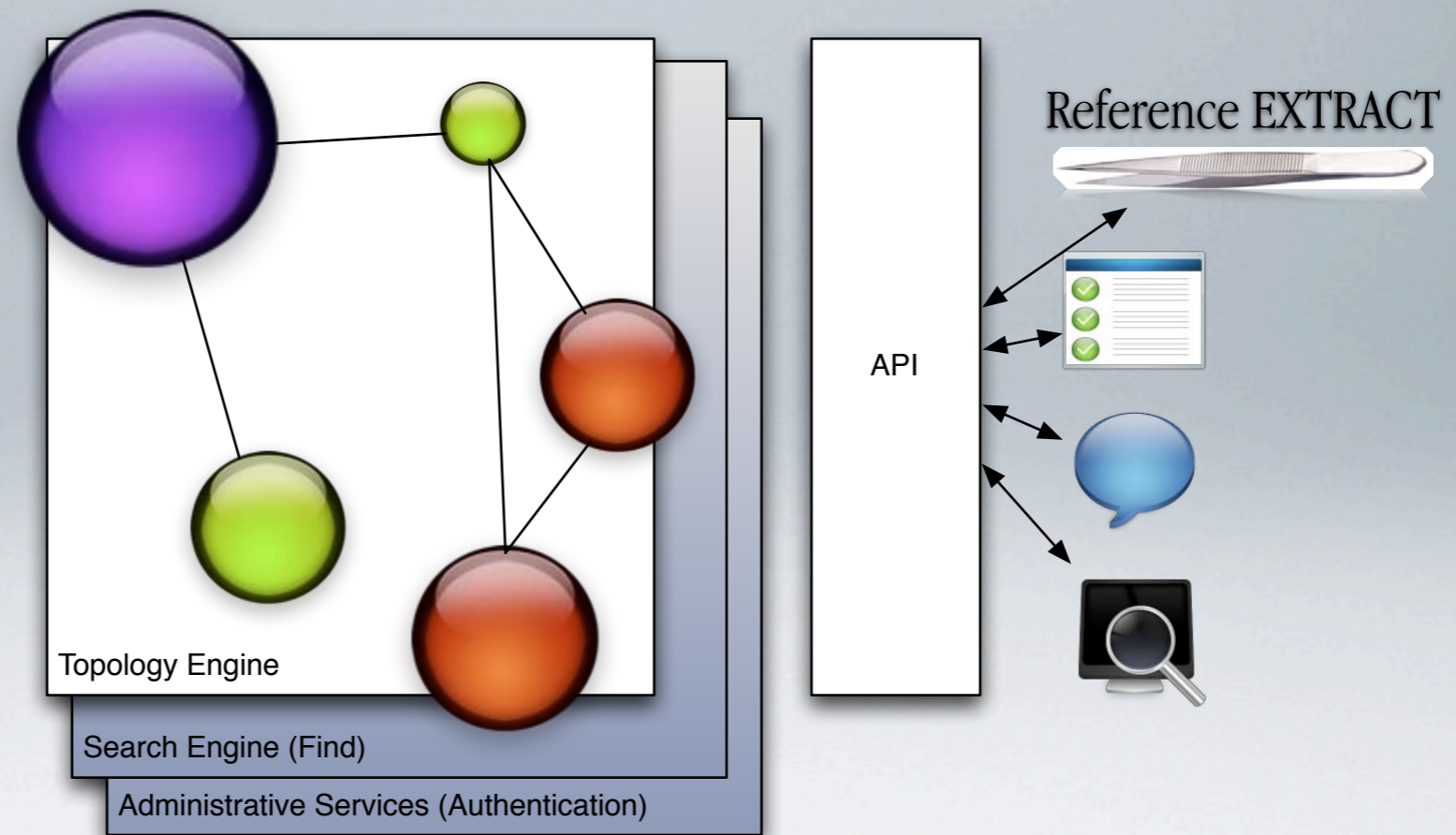
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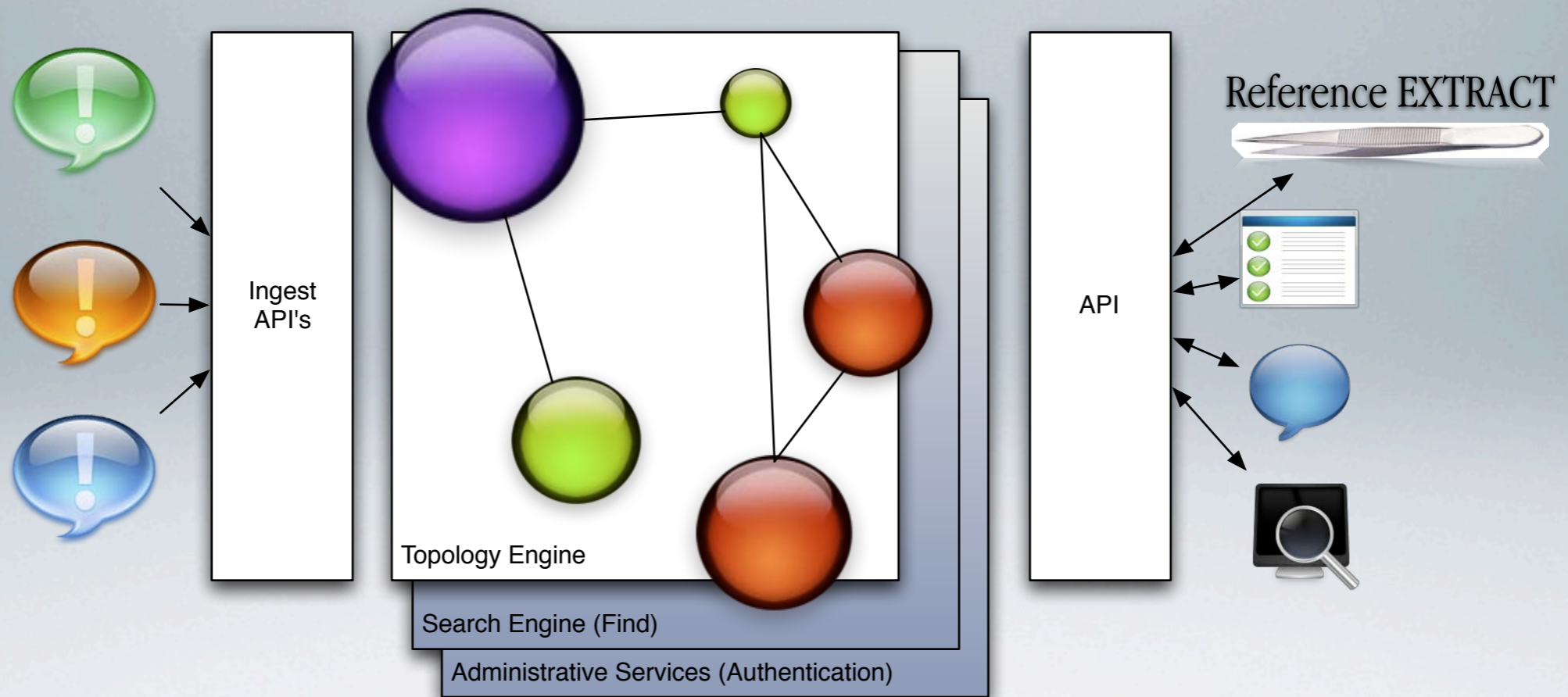
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# ARCHITECTURE





# ARCHITECTURE





# REFERENCE EXTRACT

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“Now that is an interesting idea. Quality instead of quantity. Of course, we have to ask ourselves, what took librarians ten years to realize that? I do note that being a librarian is kind of a ‘slow’ profession, but still... it's not like we couldn't have collected high quality links a long time ago...”

collected high quality links a long time ago...  
profession' but still... it's not like we couldn't have

“And libraries? They hire library school graduates. In case the penny hasn’t dropped, let’s do the comparison in our heads. On the one hand, we have the best engineers and programmers in the country, and on the other hand we have...library school graduates. Unless the ALA can lobby successfully for some anti-competitive labor standards favoring librarians, I don’t see how libraries are going to compete.”

-The Annoyed Librarian

-The Annoyed Librarian

don't see how libraries are going to compete;



“Librarians should just relax, because they’re not going to reinvent anything. They never have. They never will. That’s not what libraries are for, but a lot of librarians like to get all hot and bothered that they can’t compete in a field they never entered in the first place.”

-The Annoyed Librarian

-The Annoyed Librarian  
entered in the first place;

- Who is the Buyer?
- What's the Compelling Reason to Buy?
- What's the Sustainable Competitive Advantage?





- Venture Capitalists
- Search Engine Companies
- Scholars
- Foundations
- CIO's
- Bloggers
- Entrepreneurs



AN OPPORTUNITY



# AN OPPORTUNITY



of Service

# AN OPPORTUNITY



of Service



of Innovation



# AN OPPORTUNITY



of Service



of Leadership



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# REFERENCE EXTRACT

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