# Hacking and Hackers

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What do hackers do and why do they do it?

## What is a hacker?

"Hacking might be characterized as 'an appropriate application of ingenuity'. Whether the result is a quick-and-dirty patchwork job or a carefully crafted work of art, you have to admire the cleverness that went into it."

- Jargon File (Eric S. Raymond)

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# An Example

# CHDK (link)

### **What Hackers Do**

# Lifecycle of a hack:

- Unfilled need
- (Reverse engineering)
- "Ingenious" Solution
- Sharing
- Collaboration and community
- (Adoption by firms)

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# More Examples

(link)

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# Why do hackers "hack"?

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I've shown that hacking includes distinct processes. Better questions might be:

- 1. Why do hackers innovate without expectation of payment for their work?
- 2. Why do hackers freely share their innovations?

# Q1: Why do hackers innovate?

Why do hackers innovate without expectation of payment for their work?

# A1: Why do hackers innovate?

Why do hackers innovate without expectation of payment for their work?

- Raymond (1999)'s Cathedral and the Bazaar describes open source hackers as "scratching their own itch"
  - Users are in the best position to recognize their problem and to solve it (as we saw earlier).
- Users enjoy hacking (Lakhani and Wolf

# A1: Why do hackers innovate?

# Intrinsic

VS

# Extrinsic

# Q2: Why do hackers reveal?

Why do hackers freely share their innovations with others?

# Q2: Why do hackers reveal?

Why do hackers freely share their innovations with others?

- Ideological commitment to sharing
- Building reputation
- Benefits of collaborative work
- Sharing is low cost! (i.e. "Why not?")

# A2.1: Why do hackers reveal?

# Ideological commitment to openness and sharing:

- e.g. "Software should be free." (Stallman 2002; Williams 2002)
- Hacker projects, working as social movements, explicitly reinforce ethical commitments (Coleman and Hill 2003)

# A2.2: Why do hackers reveal?

## **Building reputation:**

- Building professional reputation (Lerner and Tirole 2002)
- Building reputation within community (Lakhani and Wolf 2005)

# A2.3: Why do hackers reveal?

# Users benefit from collaborative work:

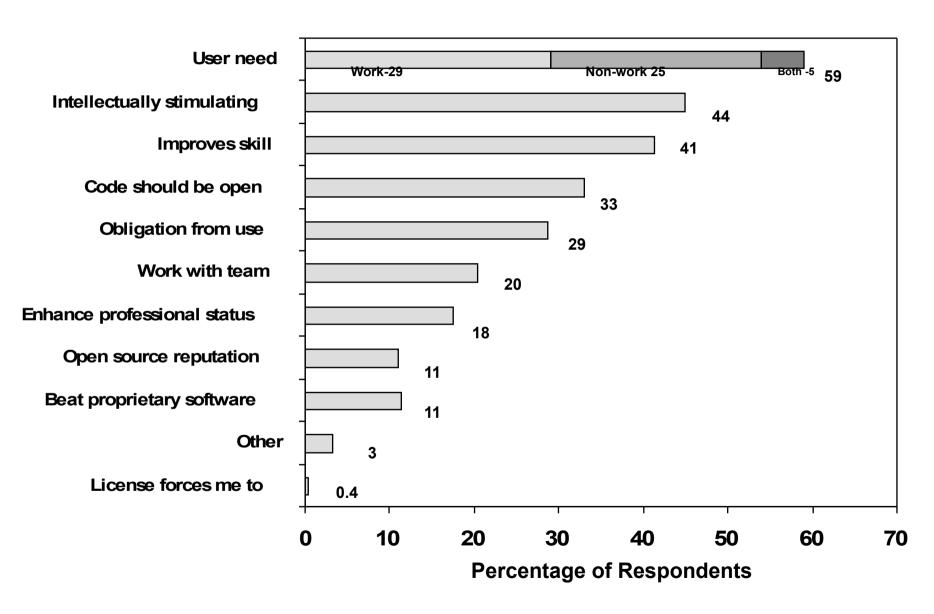
- Linus's law: "With enough eyeballs, all bugs become shallow" (Raymond 1999)
- Sharing improvements means others can help improve and maintain them.
- Users feel that they are getting more than they are giving (Ghosh)

# A2.4: Why do hackers reveal?

# Sharing is cheap and easy:

- By definition: benefits to the sharer must outweigh the costs
- The Internet drives down transaction costs associated with sharing (Benkler 2002, 2006)
  - Costs of doing the same work in either markets or firms remains prohibitively high

### **Survey Data from Free Software/Open Source Projects**



Note: n=684

Source: Lakhani, Karim and Bob Wolf (2002)