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*Finalist for the Goldman Sachs/FT Business Book of the Year Award*

# The Search

How Google and Its Rivals  
Rewrote the Rules of Business  
and Transformed Our Culture

John Battelle

*cofounding editor of Wired and founder of The Industry Standard*

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“The Search is a superb story, well written and feverishly researched. Whether you are a student, techie, business executive, budding visionary or just enjoy pop culture, this is a book not to be missed.”

—USA Today

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v.

For Michelle

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## Chapter 2

# Who, What, Where, Why, When, and How (Much)

Judge of a man by his questions, rather than by his answers.

—Voltaire

**B**efore we take a long journey around the contours and implications of search, it makes sense to get our bearings. Back when I was a cub reporter, I was taught to answer five questions about any topic before writing about it: who, what, where, why, and when. If you crammed answers to all those questions into your lead paragraph, then you'd essentially done your job.

But to those five questions I quickly learned to add a sixth—how?—and a corollary: who's making the money, and how much? We'll get to the money question last, but first, let's address the how.

### How

So how does a search engine work? There's a very, very long answer to this question, but I'll stick to a shorter one. In essence, a search engine connects words you enter (queries) to a database it has created of Web pages (an index). It then produces a list of URLs (and summaries of

experimental approaches to search that are not driven by this paradigm, for the most part, every major search engine is driven by this text-based approach.

A search engine consists of three major pieces—the crawl, the index, and the runtime system or query processor, which is the interface and related software that connects a user's queries to the index. The runtime system also manages the all-important questions of relevance and ranking. All three pieces are integral to the quality and speed of the engine, and there are literally hundreds of factors in each that affect the overall search experience delivered. But the basics are pretty much the same for all the engines. As Tim Bray, a search pioneer now at Sun Microsystems, puts it in his excellent series "On Search," "The fact of the matter is that there really hasn't been much progress in the basic science of how to search since the seventies."

The search all starts with you: your query, your intent—the desire to get an answer, find a site, or learn something new. Intent drives search—a maxim I'll be repeating time and again throughout this book. We'll get into the query a bit more in the "What" section below, but on average we enter one or two short words into a query box each time we search, and we click on an average of two or so results among the millions an engine often lists. In addition, the average Web searcher conducts about one search a day. Of course, that's an average. A small percentage of hopelessly connected surfers conduct hundreds of searches a day, and many more do no more than one or two a month. (All these figures, as one might expect, are growing over time.)

The process of how we get our results starts with the crawler. The crawler is a specialized software program that hops from link to link on the World Wide Web, scarfing up the pages it finds and sending them back to be indexed. It's seductive to think of crawlers as tiny little robots wandering the vast halls of cyberspace, but the truth is a bit more mundane. Crawlers are in fact homebodies, sitting on their own servers and sending out vast numbers of requests

Those requests bring back Web pages, which the crawler then hands off to the indexer. It also takes note of any links it has found on the page, and queues those links in its request file—sending out yet more requests to the newly found links, which find more links . . . and so on, ad infinitum. Though the science behind crawlers is complex, what they do is pretty simple: they go off on a endless binge of dialing for URLs, and they report back what they've found. Crawlers have long been the least visible of the search engine's components, but they are arguably the most important. The more sites they crawl, and the more frequently they crawl them, the more complete the index is. When the index is more complete, the search results pages (SERPs) that are returned for a particular query have a greater chance of being relevant.

Early versions of crawlers discovered and indexed only the titles of Web pages, but today's more advanced versions index the contents of the entire Web page, as well as many different file types such as Adobe Acrobat (PDF), Microsoft Office documents, audio and video, and even site-specific metadata—structured information provided by site owners about the pages or information being crawled.

The crawler sends its data back to a massive database called the index. The index breaks into several pieces, depending on whether the data has been processed and made ready for consumption by searchers like you and me. Raw indexes are rather like lists organized by domain: for any given site, the index will list all the pages on that site, as well as all pertinent information about those pages: the words on the page, the links, the anchor text (text around and within a link), and so on. The information is organized in such a way that if you know the URL you can find the words that are related to that URL.

Why is this important? Because the next step in creating a smart index is to invert the database—in essence, to make a list of words that are then associated with URLs. So when you type "outer Mongolia" into a search box, the engine immediately can retrieve a list of

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