

## LECTURES

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## COURSE INFORMATION

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## Team Management

NovoEd differs from other MOOC providers in that it has adopted a peer learning approach materialized in the formation of teams in the first week of the Technology Entrepreneurship course, teams with which you will learn and collaboratively work on assignment. It's not an obligation, you can finish the course by creating a team of one, but we strongly encourage you to find partners as we know that you will learn at least as much from the interactions with your peers as from the course material. This approach is also, to a certain extent, emulating the dynamics that you will experience in startups.

This said, there is the possibility that some members of your team aren't showing the level of commitment you expected from them and are making your learning experience frustrating. To understand, prevent or alleviate these situations, here are few points:

- The course is free, and as with most other MOOCs, it means the level of commitment will be very varying depending on the participant, and the likelihood of dropping out relatively high. This is a good lesson if you develop a product that you plan to give away for free. Free is a very polarizing edge case worth keeping in mind.
- Following from above, people are the key to any business: people build things, people buy things. And the truth is, people often don't make decisions and behave the way we expect them to. It's not about lowering expectations, as much as raising levels of empathy and understanding what's really going on in their world. This coincidentally is the most important tool to understand your customers and be successful at serving them
- Forming a team is one of the hardest tasks you'll ever do as a founder so in a sense this mirrors what you'll likely experience out there.
- **A concrete advice:** be adamant on your expectations as a team leader or team member. Browse each potential team-mates' profiles, check the number of stars, if they did all the assignments in the history, if their reviews were considered as helpful, how many hours they say they can dedicate to the course per week (**don't forget to complete this part of your profile!**). Those are the first signs of the commitment of the participants. Then, openly express that you want at the very least one to two hours of collaborative work each week and no "ghosts" within your team, and don't hesitate to remove from your team the persons who don't give news after several call to action, and try to replace them or go on with a strengthened core.