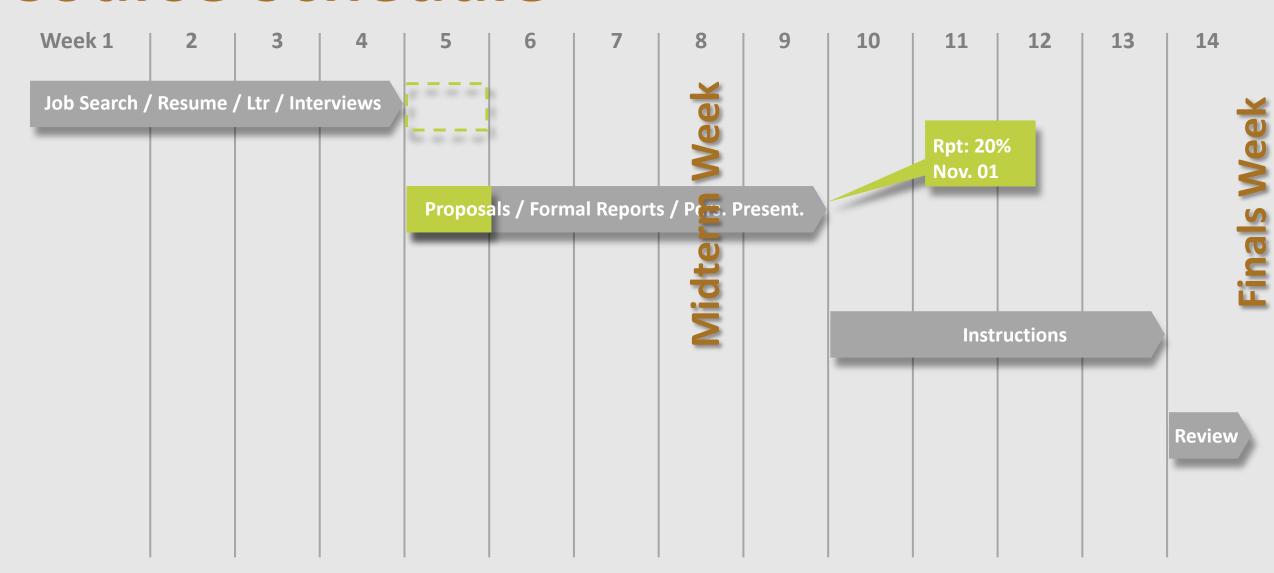
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Comm 2216

Week 5: Proposals 20% Assignment

Course Schedule



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  ject.mirror_mirror_x"
```

Week 5: Proposals

- Timeline
- Assignment details (just the basics for now)
- What is a proposal
- Next steps / Homework

| | | Lecture | "Lab" | Due / Marks |
|----|----------|---|---|---|
| 5 | Sept. 30 | Proposals: Purpose and Structure | Sign up groups / pick topic / create heading structure / start filling in the holes | |
| 6 | Oct. 07 | Proposals: Formal Proposal Details | outline sections (filling in the holes) | |
| 7 | Oct. 14 | Proposals: Formal Report Formatting, Documentation and Graphics | Format reports (styles, headers, etc.) team writing/editing/proofreading | Draft Check |
| 8 | Oct. 21 | No midterm Comm | MIDTERM WEEK | No comm midterm |
| 9 | Oct. 28 | Proposals: Miscellany | team writing/editing/proofreading | Lab: Draft Check Proposal due: Sat., Nov. 01 |
| 10 | Nov. 06 | Instructions | | Sets B & D: Proposal due: Sat., Nov. 08 |

| | | Lecture | "Lab" | Due / Marks |
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```

So, what are we doing?

- Groups of three (or four)
- In your sets
- Body = 12—16 pages
- Plus: letter of transmittal, title page, ToC, LTF, summary, appendices etc.
- Good draft is due the week after CST Midterm week (Saturday)
- Final submission is due
 Saturday, Nov. 01 at 23:59 (A&C)
 Saturday, Nov. 08 at 23:59 (B&D)

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```

So, what is a proposal?

- A suggestion to take action
- A suggestion to work together
- A suggestion to commit to a plan of action and to achieve goals
- It is a forward-looking document intended to solve a problem and/or create an improvement
- A successful proposal, when agreed to, constitutes a contract with the client

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```

Proposals are used for all scopes of changes

- Might be as simple as purchasing new equipment or software.
- Might involve a new way of doing business.
- Might be as radical as a complete company overhaul.
- Most projects begin with a proposal report in which someone suggests a new idea and describes how it will work.

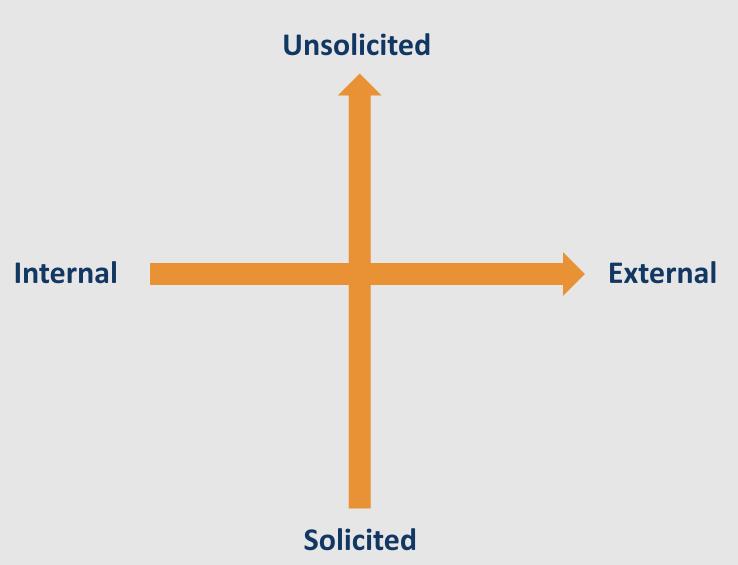
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```

Why are proposals so important?

- Proposals are mission critical for businesses and organizations.
- Often the only way for companies and organizations to obtain contracts, research funding, project approvals, and so on.
- It is a decision document that charts a new course; it's the making or breaking of a business or project.
- Come in different sizes, but tend to be formal reports (Chapter 7).

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mirror_object
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Scales of complexity



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```

Types of Proposals (internal, external)

Internal proposal

- Reader is aware of your abilities and background.
- Reader may also be aware of the problem being solved by the proposal.
- Less writing; often in memo format.

External proposal

- Written for an outside organization.
- Reader doesn't necessarily know you or your abilities.
- You may have to prove that you understand the problem being solved.
- Longer introduction, more thorough problem descriptions, and quite likely a description of your qualifications and background.

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mirror_object
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```

Types of Proposals, cont'd

(solicited, unsolicited)

Solicited proposal

- Direct request (to spec) or RFP (request for proposal).
 - Metro Vancouver https://metrovancouver.org/bidding-opportunities
 - BC http://bit.ly/2kfP0lT
 - Use Advanced Search and use search term "website".
- Problem will have been described by the recipient asking for the solution.
- Often the recipient will have described the parameters for an appropriate solution (specifications).
- You don't have to spend time describing the problem; they've done it for you.
- Your still have to describe your solution thoroughly to prove that it meets requirements.

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```

Types of Proposals, cont'd

(solicited, unsolicited)

Unsolicited proposal

- You see an opportunity, so you make the approach
- Recipient has not asked for a proposal; may not know that there is a problem.
- You will have to convince the recipient that you understand the needs of their organization.
- You will have to describe their problem thoroughly, so they recognize it as a problem.
- You will have to describe your proposed solution thoroughly and convince them that it is achievable (and that you are the team do achieve it).

Let's get an idea of what you might propose (past topics, external and generally unsolicited)

- 3D Food Printers for Hospitals
- App Development
- Mobile Payment Systems
- Convention Display Kiosks
- Parking systems
- AR/VR Tech for business

- Transit Systems App/Payment/NFC
- Movie Theatre Booking System/POS systems
- Health Records Integration/Electronic Records
- Interactive Shopping Guide for a Store
- New Slack plugin

Proposal titles from past terms

- Proposal to Implement a Subspace Neural Physics Engine into Tom Clancy's Rainbow Six Siege
- Portable Data Terminal (PDT) Software Upgrade for Canada Post
- Proposal to Develop a Web Application for BestBuy Marketplace
 Sellers
- Proposal to Create an AR Mobile App for the Vancouver Aquarium
- Proposal to Implement RFID Retail Stock Management

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  --- OPERATOR CLASSES ----
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```

Your idea is genius. Why would a reader resist?

Change is expensive



Change is risky

Success rate

 Change is inconvenient; it threatens established processes and agents Clearly explain the process, its integration and advantages; offer training and support

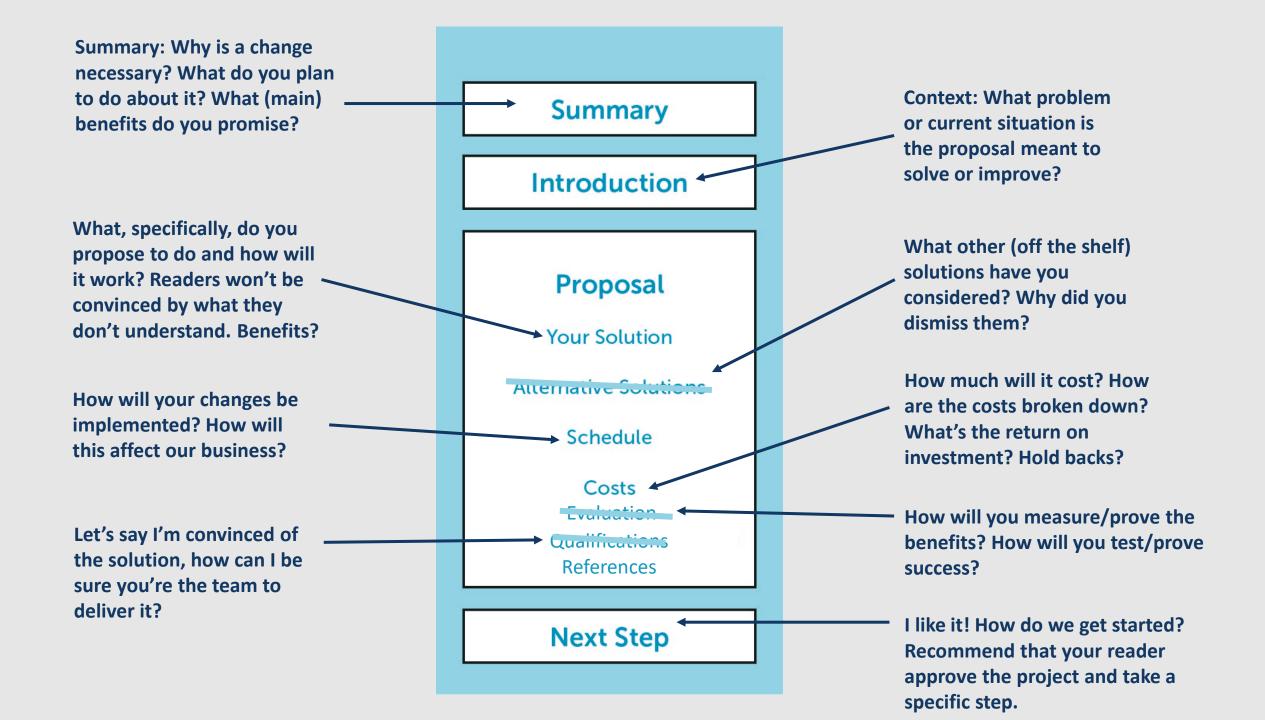
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```

Proposal organization (for completeness and persuasion)

The following schematic is for the most complex and demanding type of proposal:

Unsolicited, external

Depending on circumstances, you may choose to or be able to exclude some sections.



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mirror_object
     Tor object to mirror
 peration == "MIRROR_X":
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Resources

- Writing Proposals: Chapter 6, pp: 96—100
- Structuring Formal Reports: Chapter 7 (Quiz)
- Formatting Formal Report: D2L videos (MS Word)
- Formal Proposal samples with annotations: D2L
- Working in groups: Chapter 8, pp: 148—157
- Referencing your sources: Chapter 9 (Quiz)
- Including graphics: Chapter 10 (Quiz); D2L videos

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Your next steps

- Form your groups (and sign up)
- Decide on a project (indicate topic in the sign-up sheet)
- Create a task schedule and outline
- Start putting information under the headings of your outline and keep track of your sources

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Week 4: Job Interviews
   Week 5: Formal
   Proposal Assignment
                             5
   Week 6: Formal
Proposal Details
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                            11
   Week 8: Formal report
ii formatting, graphics.
   documentation
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   Week 9: Persuasive
                             9
:: Presentations
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Week 10: Instructions
                             6
   Hidden
                             6
   Week 12 Instruction
# Manuals
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   Year-end Review Test
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Preparation
   Hidden
   Week 14 Year-end
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# Review Test
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Add a module...
```

This week we introduce the next module and major assignment for the course: formal proposals.

Add Existing Activities 🗸 New 🗸



I feel as though I repeated myself a bit too much in this one. Sorry, but there was no good way to edit out those repetitions.

To make things worse, I messed up on the final slide and replaced the video and audio for that slide with a static image. Apologies, but it was amateur hour this evening. :(



F document

Comm 2216 Proposal Assignment

PDF document

This discurrent describes the formal proposal assignment that we will be working on for the next five weeks and includes a pre-submission checklist for your convenience.

Proposal Team Sign-up Sheet

Pieces form proposal writing teems and record your team members' names in the linked sign-up form. When you are ready, please add a report topic for approval.

When you've formed your groups, I'll create group submission folders on the HUB. Please submit links to your working file to those folders. I'll let you know when they're ready.



■ Word Document

: Chapter / Quiz. ronnal Reports

? Quiz

Due October 8 at 11:59 PM Ends Oct 9, 2023 12:01 AM

This quiz is due on Sunday, Oct. 08 at 11:59pm

Team Writing



PDF document

This document provides some advice on how best to collaborate on a writing assignment. It suggests, for instance, that you hold regular meetings with agendas and minutes to ensure that the group is communicating well and has a record of all decisions, rather than leaving those up to everyone's individual

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Summary

- We are writing a formal proposal in groups of 3 or 4.
- Every major and most minor changes to an organization is preceded by a proposal that
 - fully analyzes the current situation that requires change
 - clearly describes the solution being proposed and its benefits
 - explains how the solution will be implemented (schedule)
 - details what the solution will cost (ROI)
 - provides the proposal team's qualifications to reassure readers that the solution is not just technically feasible, but that the proponents are capable of delivering it. (We are not including this section.)
- This assignment will be submitted as a formal report, with all the requirements described in the following weeks.

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irror_mod.mirror_object
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   "Selected" + str(modified
   irror ob.select = 0
  bpy.context.selected_obj
  lata.objects[one.name].sel
 int("please select exaction
  -- OPERATOR CLASSES --
    X mirror to the selected
   ject.mirror_mirror_x"
```

Homework for Week 5

ecture

Begin the reading for the Chapter 7 Quiz.

omework

Form groups (3 or 4 as shown on the sign-up sheet) and sign up using the link on D2L and the assignment sheet.

n the lak

In the labs this week we will start our first round of job interviews. Those not doing interviews, please use the time to start working on your proposals: pick a topic, at the very least. Maybe start to fill in some research.