

Course Introduction (Lecture-only)

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COSS A01

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Professorship of Open Source Software

- Professor of Computer Science
 - For software engineering and open source software
 - At the computer science department of the engineering faculty
- Previously held research positions at ...
 - SAP Labs (Silicon Valley) leading the open source research group
 - UBS (Swiss Bank, Zurich) leading the software engineering group
- Previously worked in development at ...
 - Skyva Inc. (supply chain software, Boston) as software architect
 - Bayave GmbH (on-demand business software, Berlin) as CTO
- Researches and teaches commercial open source at
 - Friedrich-Alexander-University Erlangen-Nürnberg
 - Affiliated with CROSS at University of California, Santa Cruz
- Ph.D. from ETH Zurich, M.B.A. from Stanford GSB



Course Learning Goals

- Understand ...
 - The software industry and its players
 - Commercial open source startups
 - How to spin-out from a university

Course Content

1. The software industry

- The software industry
- Software products
- Software vendors
- Business models

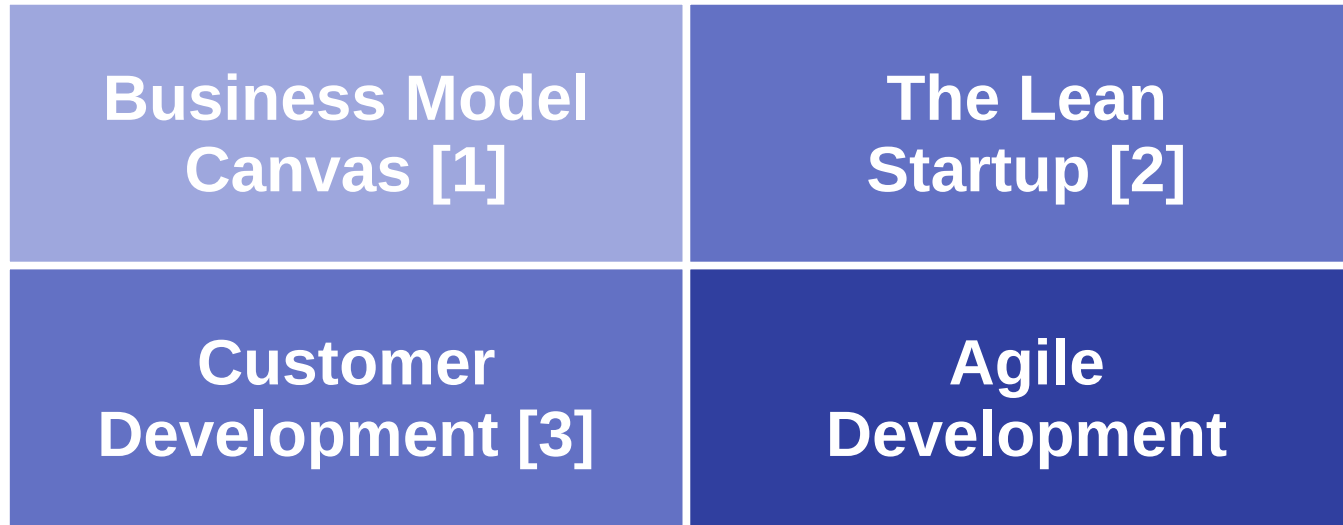
2. Commercial open source

- Open source software
- Open source projects
- Commercial open source
- Cloud computing strategies

3. University spin-offs

- Software startups
- Research vs. startup
- The university spin-off
- Fundraising

Practitioner Literature Base of the Course



With cleaned-up terminology, and as applied to commercial open source

[1] Osterwalder, A. & Pigneur, Y. (2010). Business Model Generation.

[2] Ries, E. (2011). The Lean Startup.

[3] Blank, S., & Dorf, B. (2012). The Startup Owner's Manual.

Skills Required for Course

- Required ...
 - Basic business understanding
- Familiar with ...
 - N/A

Thank you! Questions?

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