

## **BUSINESS OF SOFTWARE - COURSE APPLICATION INSTRUCTIONS**

**TO APPLY FOR THE COURSE(S) PLEASE DOWNLOAD AND READ THIS DOCUMENT, FOLLOW THE INSTRUCTIONS FOR EITHER “UNDERGRADUATE STUDENT DELIVERABLES” OR “GRADUATE STUDENT DELIVERABLES” - EMAIL YOUR COMPLETED PDF DOCUMENTS TO THE COURSE INSTRUCTOR [mario@cs.toronto.edu](mailto:mario@cs.toronto.edu) – THANK YOU**

### **Section 1: Prerequisites, Choices & Deadlines**

**Ballot submissions are being accepted now so don't delay! This is a first come first serve offering. Ballot submission does not guarantee admission to the program. Enrollment in the program is subject to evaluation by the instructors.**

[Mario Grech](#), the Director, Department of Computer Science Innovation Lab, and the CSC454/2527 course instructor, will contact you at the email address you provide in your course application within five business days of your submission. He will let you know whether your ballot was accepted or not.

In order to apply, you need to meet the official prerequisites:

- Computer Science Students: five CSC half-courses at the 200-level or higher
- Non Computer Science Students: fourth year undergraduate or higher

These basic prerequisites are meant to ensure that you bring useful skills to your team.

In both the **fall 2017** and **winter 2018** semesters, you can select one of the following two choices:

1. Take **CSC454/CSC2527 as a standalone course**, with no software development. You will develop a business plan and pitch deck, but with no software implementation.
2. **You can elect to take CSC454/2527 and also enroll in CSC491/CSC2600 Capstone Design Project in the same semester.** The instructor for the Capstone Project is [Helen Kontozopoulos](#) (Director, Department of Computer Science Innovation Lab). This means you will earn two CSC half credits during the semester that you choose to take the pair. In CSC491/CSC2600, you will develop a software prototype to go along with your business plan and pitch deck in CSC454/CS2527. If you take both courses together, your software prototype will inform your work in CSC454/2527 (and vice versa) and thus can improve your business plan and pitch deck. This will also provide a more realistic startup experience.

Submission deadline for the fall semester 2017: noon Wednesday August 16, 2017

Submission deadline for the winter semester 2018: noon Wednesday November 1, 2017

Questions? Email DCSIL Director and Course Instructor Mario Grech: [mario@cs.toronto.edu](mailto:mario@cs.toronto.edu)

## **Section 2: The Deliverables**

### **Undergraduate Student Deliverables – Please prepare and submit the following three (3) documents**

1. As part of the balloting procedure, you will need a PDF of your most recent unofficial transcript from ROSI/Acorn (i.e. a full academic history).
2. A PDF of your up-to-date resume/CV.
3. A PDF with answers to the following Ballot Questions. Include the questions in your PDF in boldface, including the question numbers.

#### **Name your files according to these rules:**

- Start each filename with your last and first names, separated by an underscore (\_).
- Include the type of the document: transcript, resume or ballot.

Examples: Grech\_Mario\_transcript.pdf,  
Grech\_Mario\_resume.pdf,  
Grech\_Mario\_ballot.pdf.

To submit your application send one email with all of the requested PDF documents to **course instructor Mario Grech**, at [mario@cs.toronto.edu](mailto:mario@cs.toronto.edu)

Please title the Subject Line in your email as either of *“Business of Software Student Application Fall 2017”* or *“Business of Software Student Application Winter 2018”*

### **Graduate Student Deliverables – Please prepare and submit the following two (2) documents**

1. A PDF of your up-to-date resume/CV
2. A PDF with answers to the following Ballot Questions. Include the questions in your PDF in boldface, including the question numbers.

#### **Name your files according to these rules:**

- Start each filename with your last and first names, separated by an underscore (\_).
- Include the type of the document: transcript, resume or ballot.

Examples: Grech\_Mario\_resume.pdf,  
Grech\_Mario\_ballot.pdf.

To submit your application send one email with all the requested PDF documents to **course instructor Mario Grech**, at [mario@cs.toronto.edu](mailto:mario@cs.toronto.edu)

Please title the Subject Line in your email as either of *“Business of Software Student Application Fall 2017”* or *“Business of Software Student Application Winter 2018”*

### **Section 3: Ballot Questions**

In order to be successful, teams need to be well balanced with a complementary set of skills. Critical thinking, creativity, commitment, communication skills, and persistence, all play a central role in entrepreneurship. The balloting process is designed to allow you to demonstrate these and other skills.

Please create and submit a PDF with thoughtful and complete essay form answers to the following questions. Include the questions in your PDF in boldface, including the question numbers. Limit your submission to four pages or less using 11-point text with 1-inch margins.

- 1) What is your **last** name, **first** name?
- 2) What year are you enrolled in? (Examples: 4<sup>th</sup> year Undergraduate, Masters, PhD)
- 3) What is your University of Toronto student number and email address?
- 4) What U of T programs(s) are you currently enrolled in? (Examples: degrees, POSTs, specializations, etc.)
- 5) Include here information about whether you are applying for the fall or winter semester and whether you are applying for the combination Business of Software and the Capstone Design Project courses (CSC454/CSC2527+CSC491/CSC2600), or just the Business of Software course by itself (CSC454/CSC2527 only).
- 6) What background do you have that might support your success in this course?  
(Examples: university courses, guided study, workshops, incubators, accelerators, etc.)
- 7) What extracurricular or co-curricular organizations are you involved in? Can any contribute to supporting your success in this course? If so, how?
- 8) If you have been involved in entrepreneurial or intrapreneurial projects or ventures, what were your responsibilities?

- 9) What is the most successful project that you have been involved in? How do you know it was successful? Why was it successful?
- 10) Describe your most significant project failures and the lessons you learned from them.  
How have your practices changed in response to these failures?
- 11) What are your major weaknesses, and how have or might they impact a project team?  
How do you plan to mitigate or compensate for those weaknesses?
- 12) What key strengths and qualifications would you like your colleagues to bring to a project team, and why?
- 13) What key strengths and qualifications do you bring to a project team?
- 14) Why do you want to take this course, and what are your expectations?
- 15) Describe and justify 2 innovative ideas you have for course projects that would be disruptive. (Example: of high significance to a large number of people). How do you know it would be a disruptive form of innovation?

**THANK YOU FOR YOUR EFFORT AND INTEREST**