Course Number and Title: CSC454H1S, *The Business of Software*

Course description: The software and internet industries; principles of operation for successful software enterprises; innovation and entrepreneurship; software business definition and planning; business models, market and product planning; product development, marketing, sales, and support; financial management and financing of high-technology ventures; management, leadership, and partnerships. Students will all write business plans in teams.

Number of positions available: 1

Estimated course enrolment: 85 students per section

Estimated TA support: approximately one 60-hour TA position for every 30 students

Schedule: Wed. 6–8pm (tutorials Wed. 8–9)

Sessional dates: January 3rd, 2018 to April 30th, 2018

Please note: This position includes the completion of any course work, including grading, not completed by April 30th, 2018.

Salary (minimum stipends, including vacation pay): Sessional Lecturer I $9,451.02; Sessional Lecturer I Long Term $9,812.52; Sessional Lecturer II $9,915.81; Sessional Lecturer III $10,277.30.

*Please note that should rates stipulated in the collective agreement vary from rates stated in this posting, the rates stated in the collective agreement shall prevail.*

Final availability of the position is contingent upon enrolment, budgetary consideration and the determination of appointments as governed by the collective agreement.

Qualifications:

- Strong background in the business of software required.
- Extensive experience mentoring start-up teams required. Preferably, experience launching and running software ventures in which one is a principal.
- Extensive hand-on and consulting experience with business modelling, business strategy, product planning, marketing, and financing of start-up and mature ventures required.
- M.Sc. or Ph.D. degree in computer science or closely related field preferred.
- Strong organizational, interpersonal, and communication skills required.
- Teaching experience at the university level or equivalent industry level required.
  - Demonstrated evidence of excellence in teaching preferred.
Preference in hiring is given to qualified individuals advanced to the rank of Sessional Lecturer II or Sessional Lecturer III, in accordance with Article 14:12.

**Description of duties:** Responsible for all aspects of delivering the course, including:
- Planning the lectures, tutorials, assignments and tests, and marking schemes.
- Maintaining a course website.
- Delivering the lectures.
- Providing appropriate contact time outside of class to students, through office hours, email, the course website and/or the course bulletin board.
- Writing the TA contract(s) for the course and supervising the TAs.
- Ensuring that tutorials and/or labs are delivered appropriately by the TAs.
- Invigilating the final exam.
- Managing the grades and submitting final course grades. This includes completing any grading not handled by the TAs.
- If there are other sections of the same course, coordinating with instructors for the other sections to ensure consistent delivery of the course material and assessments (including the use of common assignments and a common final exam).

While there is a lot of room for creativity in course delivery, instructors will be expected to follow the basic content and style used by the faculty members who normally teach the course, and must get approval from these faculty members or the Associate Chair on any substantial changes to the course.

**Closing date:** Tuesday 25 July 2017

All individuals interested in this position must submit a Curriculum Vitae and the CUPE 3902 Unit 3 application available at:
- [http://www.hrandequity.utoronto.ca/resources/forms.htm](http://www.hrandequity.utoronto.ca/resources/forms.htm)

with the following information:
- a clear description of how you meet the qualifications listed
- the name of at least one reference who can comment on your teaching ability

Please note: Undergraduate or graduate students and postdoctoral fellows of the University of Toronto are covered by the CUPE 3902 Unit 1 collective agreement rather than the Unit 3 collective agreement, and should not apply for positions posted under the Unit 3 collective agreement.

*This job is posted in accordance with the CUPE 3902 Unit 3 Collective Agreement.*