

CERTIFIED SOFTWARE MANAGER (CSM) SEMINAR

Technology Asset Management is the Canadian instructor for the Certified Software Manager (CSM) seminar, developed by [Software & Information Industry Association](http://www.siaa.ca) (SIIA) formerly known as the Software Publishers Association (SPA). The one-day CSM course gives you the skills and credentials you need to diagnose, resolve and manage today's complicated software licensing issues. And, this course prepares you to take and pass the exam that earns you the Certified Software Manager professional designation.

Contact *Technology Asset Management* at 905-602-9292 or events@tam-inc.com for more details, or check out the Events page on our web site at www.tam-inc.com.

SEMINAR OUTLINE

1. Introduction and Objectives	<ul style="list-style-type: none"> ▪ To increase productivity ▪ To lower costs ▪ To gain a competitive advantage
2. Understanding Copyright Law	<ul style="list-style-type: none"> ▪ Definitions of intellectual property ▪ Specific rights provided to the copyright owner and user by the Copyright Act ▪ Differences between civil and criminal copyright infringement ▪ Penalties for infringement ▪ Who is liable for software piracy
3. Software Piracy – the Problem Defined	<ul style="list-style-type: none"> ▪ Dimensions of the worldwide piracy problem ▪ Effects of piracy on the software industry ▪ Different types of software piracy ▪ Legal and practical reasons for software compliance
4. Understanding License Agreements	<ul style="list-style-type: none"> ▪ Understanding different types of agreements, including: <ul style="list-style-type: none"> ▪ Individual/machine licenses ▪ Network licenses ▪ Volume license agreements ▪ Site/enterprise licenses ▪ Public domain software ▪ Determining the best license format for your needs
5. Anti-Piracy Actions	<ul style="list-style-type: none"> ▪ SIIA anti-piracy actions, including cooperative audits and litigation ▪ How SIIA conducts a software audit ▪ How to conduct a self-audit
6. Developing a Software Management Plan	<ul style="list-style-type: none"> ▪ Evaluate where you are today ▪ Review current software policy and acquisition procedures ▪ Illustrate for management the benefits beyond compliance ▪ Importance of both education and enforcement ▪ Components of a software management plan
7. Communicating the Plan	<ul style="list-style-type: none"> ▪ Defining the software management plan for users ▪ Understanding the consequences of violating software management policies ▪ Effective implementation ▪ Communicate the success of the plan and maintain that success
8. Executing the Plan	<ul style="list-style-type: none"> ▪ Reviewing the audit and comparing results to authorized license documentation ▪ Ensuring the plan is both effective and flexible