

SIIA's Certified Software Manager Course (CSM) Syllabus

1. Introduction and Objectives
 - To increase productivity
 - To lower costs
 - To gain a competitive advantage
2. Understanding Copyright Law
 - 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
 - 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
 - Understanding different types of agreements, including:
 - Individual/machine licenses
 - Network licenses
 - Publisher licensing programs
 - Shareware and freeware
 - Volume license agreements
 - Site/enterprise licenses
 - Public domain software
 - Determining the best license format for you needs

5. Anti-Piracy Actions

- 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

- 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

- 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

- Reviewing the audit and comparing results to authorized license Documentation
- Ensuring the plan is both effective and flexible.