

## Questions for Pre-Course I-Corps Survey

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Question text	Code	Value
Team Number	[pre-filled]	
Information about you: [Name]		
Information about you: [Title]		
Information about you: [Department]		
Information about you: [Institution]		
What is your current occupation? [check all that apply]	1	Attorney/Legal counsel
	2	Established business: employee
	3	Established business: management
	4	Faculty
	5	Graduate Student
	6	Higher education administrator
	7	Investor
	8	PostDoctorate
	9	Recent Graduate Student
	10	Recent undergraduate
	11	Researcher/Scientist
	12	Startup: employee
	13	Startup: management
	14	Undergraduate
	15	University Staff
	16	Other
What is your current occupation? [Other-comment]	[open-ended]	
Information about you: [Team Name]		
[PI/grantee only] How many MONTHS have you been working together as a team (all members of team)?	[open-ended (numeric)]	
Indicate your role on your I-Corps team.	1	Entrepreneurial Lead
	2	Mentor
	3	Principal Investigator
Which of the following best describes the current status of your project in terms of its commercialization readiness?	1	Our research is ready for commercialization
	2	Our research is not yet ready for commercialization
	3	We aren't yet sure if our research is commercializable
	4	None of the above
Has a new company been founded to commercialize this research?	1	No
	2	Yes
Yes (provide name of company)	[open-ended]	
When was the company founded (mm/dd/yyyy)?	[open-ended]	
What aspects of your team would you like to strengthen as a result of the I-Corps course?	[open-ended]	
[PI & EL] What are your top 3 expectations of your mentor?/[M] Name the top 3 ways you expect to be supporting your team/s.	[open-ended]	
Have you participated in any type of I-Corps program before?	1	No
	2	Yes
What is your level of interest in learning about each of the following? - Assessing my	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested

Question text	Code	Value
technology's readiness for commercialization	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Identifying a viable commercialization path for my technology	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Developing a scalable business model for my technology	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Learning how to start my own company	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Identifying and validating the market for a product based on my technology	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Identifying partners to commercialize my technology	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
What is your level of interest in learning about each of the following? - Getting investors interested in supporting my technology	1	Not at all interested
	2	Slightly interested
	3	Somewhat interested
	4	Very interested
	5	Extremely interested
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Customer segments	1	Not at all knowledgeable
	2	Slightly knowledgeable
	3	Somewhat knowledgeable
	4	Very knowledgeable
	5	Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Customer relationships	1	Not at all knowledgeable
	2	Slightly knowledgeable
	3	Somewhat knowledgeable
	4	Very knowledgeable
	5	Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Channels	1	Not at all knowledgeable
	2	Slightly knowledgeable
	3	Somewhat knowledgeable
	4	Very knowledgeable
	5	Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Key resources	1	Not at all knowledgeable
	2	Slightly knowledgeable
	3	Somewhat knowledgeable
	4	Very knowledgeable
	5	Extremely knowledgeable

Question text	Code	Value
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Value propositions	1 2 3 4 5	Not at all knowledgeable Slightly knowledgeable Somewhat knowledgeable Very knowledgeable Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Key activities	1 2 3 4 5	Not at all knowledgeable Slightly knowledgeable Somewhat knowledgeable Very knowledgeable Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Revenue streams	1 2 3 4 5	Not at all knowledgeable Slightly knowledgeable Somewhat knowledgeable Very knowledgeable Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Key partners	1 2 3 4 5	Not at all knowledgeable Slightly knowledgeable Somewhat knowledgeable Very knowledgeable Extremely knowledgeable
The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). Indicate how knowledgeable you are about each component. - Cost structure	1 2 3 4 5	Not at all knowledgeable Slightly knowledgeable Somewhat knowledgeable Very knowledgeable Extremely knowledgeable
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Contributed ideas utilized by a company to improve a product, service, or process	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Presented a business idea to investors	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Generated trade secrets	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Served on a corporate advisory board	[open-ended (numeric)]	0 to 999

Question text	Code	Value
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Founded or co-founded a venture (for-profit, non-profit, not-for-profit) that developed or sold products or services based on your research	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Participated in the technology transfer process at your university	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Disclosed an invention to the university	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Licensed your research/technology	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Received royalties for your work	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Participated in industry-funded research	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Applied for a patent as an inventor or co-inventor	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Issued a patent	[open-ended (numeric)]	0 to 999
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: - Interviewed potential customers about a product, service, or technology	[open-ended (numeric)]	0 to 999

Question text	Code	Value
Indicate how many times you have participated in the following experiences prior to your involvement in the I-Corps program. Enter zero (0) if you did not have any prior experience: -  Conducted market research	[open-ended (numeric)]	0 to 999
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I have adequately assessed my technology's readiness for commercialization.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I have identified a viable commercialization path for my technology.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I have developed a scalable business model.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I will apply for SBIR funding for my technology in the next 12 months.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I will seek other funding or investment for my technology within the next 12 months.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I am interested in starting my own company.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I am interested in working in a technology-based start up.	1 2 3 4 5 6	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident Doesn't apply
Indicate your level of confidence with the following statements about the current status of your technology and future plans. I have defined a minimum viable prototype for my product.	1 2 3 4 5	Not at all confident Slightly confident Somewhat confident Very confident Extremely confident

Question text	Code	Value
	6	Doesn't apply
	1	Not at all confident
	2	Slightly confident
	3	Somewhat confident
	4	Very confident
	5	Extremely confident
	6	Doesn't apply