

## Changes made to the Pre-Course I-Corps Survey

Question Text	SUGGESTIONS TO: KEEP, CHANGE, ADD, REMOVE	EXPLANATION OF SUGGESTION & NOTES
Team Number Information about you: [Name]		[pre-filled from registration]
Information about you: [Title]	KEEP	
Information about you: [Department]		Registration data provides this information. However, we do ask each respondent to confirm that the record is correct.
Information about you: [Institution]		
Information about you: [Team Name]		
What is your current occupation? [check all that apply]	KEEP-AMEND	Some more categories were added to a previously existing question as per an ACIA reporting request.
How many MONTHS have you been working together as a team?		
	KEEP	Important question. (1) But decided to restrict answer to Pis (grantees) and (2) Define team as "all members of the team" (i.e., most Pis have not worked that long with the Mentor, but often have worked a long time with the EL).
Which of the following topical clusters best describes your research or technology?	REMOVE	
Which of the following topical clusters best describes your research or technology? [Other]	REMOVE	22% of respondents are only "slightly," "somewhat," or "not at all" confident in their response to this question before the course begins. Recommendation is to only ask this question post the course.
If you responded "other," please specify below.	REMOVE	
How confident are you in your categorization above?	REMOVE	
Select the sector that best describes your industry at this time.	REMOVE	
Select the sector that best describes your industry at this time. [Other]	REMOVE	Similar to the above, 21% of respondents are only "slightly," "somewhat," or "not at all" confident in their response to this question.
If you answered "other," above, please specify below.	REMOVE	

How confident are you of the sector you selected above?	REMOVE	
Which of the following best describes the current status of your project in terms of its commercialization readiness?	KEEP	A little historical context: This question was added in Jan 2013 (Arlington). We do not have any data for this question for 2012.
If you answered "None of the above," please describe the status in your own words below.	REMOVE	About 2-3% of participants select "none of the above" - and even fewer take the time to write an open-ended comment about it. Also, a lot of the open-ended comments are not useful (e.g., "almost ready for commercialization."). Most of these responses seem to fit "Our research is not yet ready for commercialization" (about 43% of participants select this option).
Has a new company been founded to commercialize this research?	KEEP	About a quarter of participants report having formed a company before the course starts. We then verify whether or not this company exists or not.
What is the name of the company?	KEEP	The name of the company helps us to verify whether the company exists or not.
When was the company founded (mm/dd/yyyy)?	KEEP	The date of incorporation helps to verify whether the company exists or not.
What aspects of your team would you like to strengthen as a result of the I-Corps course?	KEEP-AMEND (TBD)	About 80% of respondents answer this question. Thus, it seems like it is something participants want to discuss. However, right now, it is open-ended and no one is looking at the responses. We suggest creating a multiple choice question using the current answers to this question.
[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.	NEW KEEP	As NSF is experimenting with different types of mentor-mentee configurations, a set of questions related to this have been added in order to study the effects on participants and program outcomes.
What questions or concerns do you have regarding the I-Corps course?	REMOVE	About 43% of respondents answer this question. No one is seemingly interested in the answers.

Have you participated in any type of I-Corps program before?

KEEP

Please select the role(s) you have had in your previous I-Corps experiences: [Entrepreneurial Lead / C-Level Corporate Officer]

REMOVE

Please select the role(s) you have had in your previous I-Corps experiences: [Mentor / Industry Expert]

REMOVE

Please select the role(s) you have had in your previous I-Corps experiences: [Principal Investigator]

REMOVE

Briefly describe the team name(s), and the date and location of course(s) you attended.

REMOVE

What are you, personally, most eager to learn from the I-Corps course? [Assessing my technology's readiness for commercialization]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Identifying a viable commercialization path for my technology]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Developing a scalable business model for my technology]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Learning how to start my own company]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Identifying and validating the market for a product based on my technology]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Identifying partners to commercialize my technology]

KEEP

What are you, personally, most eager to learn from the I-Corps course? [Getting investors interested in supporting my technology]

KEEP

If you have any comments on what you would like to learn from the I-Corps course, please share them below.

REMOVE

No need to add back another open-ender

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]

KEEP

Examined the std dev. Within each individual's responses to determine the frequency with which respondents provide the same answers across the 9 components of the BMC. Analyses showed that there was variation in how individuals responded to each component in two-thirds of the sample. An examination by role, did not show that one group (e.g., EL) was more prone

Questions aren't asked any more. With current database information can be seen as the other I-Corps courses in which they participated.

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]

KEEP

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]

KEEP

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]

KEEP

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]

KEEP

Note: As we have the retro pre-post BMC questions in the post course survey, these questions are more useful as a proxy for pre-course "confidence" in their knowledge of business concepts. CAVEAT: changed the scale to better comply to best practices in survey methods [current scale: Nothing/None, Very little, Not sure, Some, A great deal, Non-Applicable or missing - Change to: Not at all, slightly, somewhat, very, extremely]

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]

KEEP

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]

KEEP

KEEP

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]

KEEP

If you have any comments on your knowledge of the components of the Business Model Canvas, please share them below.

REMOVE

About 20% of respondents answered this- often with misc. statements not related to the BMC or statements that don't seemingly add much to an understanding of their prior experience with the BMC (e.g., "Please note that I agreed to assist this team < 1 week ago after their original mentor was unable to continue working with them." or "I am looking forward to the deeper dive into this whole process.")

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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 that developed or sold products or services based on your research]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

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]

KEEP

Set a maximum number. We always get one or two outliers that are probably typos.

Provide a brief abstract of your technology and the market opportunity as you currently understand it (250 word limit).

REMOVE

We can find this information in their grant record. We don't need to ask them to write out their abstract again.

Indicate your level of agreement with the following statements about the current status of your technology and future plans. [I have adequately assessed my technology's readiness for commercialization.]

KEEP

Indicate your level of agreement with the following statements about the current status of your technology and

future plans. [I have identified a viable commercialization path for my technology.]

KEEP

Indicate your level of agreement with the following statements about the current status of your technology and future plans. [I have developed a scalable business model.]

KEEP

Indicate your level of agreement 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.]

KEEP

Indicate your level of agreement 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.]

KEEP

CAVEAT: Changed this scale completely from an endorsement of the items (i.e., Totally disagree to Totally agree) to a confidence scale (e.g., not at all to extremely). This would also need to be changed for the post course as well.

Indicate your level of agreement with the following statements about the current status of your technology and future plans. [I am interested in starting my own company.]

KEEP

Indicate your level of agreement 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.]

KEEP

Indicate your level of agreement with the following statements about the current status of your technology and future plans. [I have defined a minimum viable prototype for my product.]

KEEP

Indicate your level of agreement with the following statements about the current status of your technology and future plans. [I have identified and validated the market for a product based on my technology.]

KEEP

If you have any comments on the current status of you technology and future plans, please share them below:

REMOVE

It's rare- if ever- that we receive comments here.