

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

Question Text	SUGGESTIONS TO: KEEP, CHANGE, ADD, REMOVE	EXPLANATION OF SUGGESTION & NOTES
Which of the following categories best describes your research or technology area?	KEEP	CAVEAT: As mentioned in the pre- this question is always a bit of a challenge given that the tech clusters are not mutually exclusive.
Which of the following categories best describes your research or technology area? [Other]	KEEP	
Select the sector that best describes your industry.	KEEP	
Select the sector that best describes your industry. [Other]	KEEP	This question was an add on given participant's confusions trying to classify their project's tech cluster.
What did you find most valuable about the I-Corps course? Please describe specific activities, lectures, or exercises that were particularly useful to your learning.	KEEP-AMEND (TBD)	NSF plans to perform a textual analysis and create categories.
What improvements do you suggest for future I-Corps courses? Please describe specific activities, lectures, or exercises that could be refined or improved.	KEEP-AMEND (TBD)	NSF plans to perform a textual analysis and create categories.
Overall, how would you describe the learning environment created during the course? [Collegial]	KEEP	
Overall, how would you describe the learning environment created during the course? [Motivating]	KEEP	
Overall, how would you describe the learning environment created during the course? [Productive]	KEEP	
Overall, how would you describe the learning environment created during the course? [Innovative]	KEEP	
Overall, how would you describe the learning environment created during the course? [Challenging (positively)]	KEEP	
Overall, how would you describe the learning environment created during the course? [Stressful]	KEEP	
Overall, how would you describe the learning environment created during the course? [Harsh]	KEEP	
Overall, how would you describe the learning environment created during the course? [Exhausting]	KEEP	
Briefly describe the impact the learning environment (teaching style, course structure, pace) has had on you and your team. You may elaborate on your responses to the above question	KEEP	Though open-ended (and thus potentially taking time to fill out), on a psychological level, it seems important to allow folks to record their thoughts about the course environment. Btwn 20-25% of

<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [Overall, activities were well suited to the learning objectives of the course]</p>		<p>participants respond to this question.</p>
<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [The teaching team provided relevant critique/feedback to participants]</p>	<p>KEEP</p>	
<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [The teaching team encouraged appropriate levels of participation by participants]</p>	<p>KEEP</p>	
<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [The teaching team motivated us to do our best work]</p>	<p>KEEP</p>	
<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [The educational climate was conducive to learning]</p>	<p>KEEP</p>	
<p>Please indicate your agreement with the following statements about the overall delivery of the I-Corps course. [Creating the team video was valuable component of the course.]</p>	<p>KEEP</p>	<p>Since we no longer will have the webex survey, it's good to keep this question.</p>
<p>If you have any additional comments on the overall delivery of the course (e.g., content, instructional quality, etc.) please share them below.</p>	<p>REMOVE</p>	<p>These participant comments are often similar to the comments for the question about the learning environment. We could combine these two questions.</p>
<p>Please rate the quality of your interaction with each of the facilitators. [Instructor 1]</p>	<p>KEEP</p>	
<p>Please rate the quality of your interaction with each of the facilitators. [Instructor 2]</p>	<p>KEEP</p>	
<p>Please rate the quality of your interaction with each of the facilitators. [Instructor 3]</p>	<p>KEEP</p>	
<p>Please provide any specific comments about individual facilitators here.</p>	<p>KEEP</p>	<p>Though open-ended (and thus potentially increasing survey burden), on a psychological level, it seems important to allow folks to record their thoughts about the instructors. Also, occasionally we find something in this section that is worth bringing to the attention of the lead instructor.</p>
<p>The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level</p>		

of knowledge before and after the course. [Channels][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Channels][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Cost Structure][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Cost Structure][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Customer relationships][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Customer relationships][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Customer segments][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Customer segments][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the

course. [Key activities][Scale 1]

KEEP

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). For each component, indicate your level of knowledge before and after the course. [Key activities][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Key partners][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Key partners][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Key resources][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Key resources][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Revenue streams][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Revenue streams][Scale 2]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Value propositions][Scale 1]

KEEP

The I-Corps course is organized around nine components of Osterwalder's Business Model Canvas (listed below). For each component, indicate your level of knowledge before and after the course. [Value propositions][Scale 2]

KEEP

If you have any comments on your level of knowledge of Osterwalder's Business Model Canvas before and after the course, please share them below.

REMOVE

Few respondents note anything here.

What were your greatest pivots or insights as you developed your business model? Which course experiences led to these pivots or insights?

REMOVE

A textual analysis of this question has shown that there is too much variation in how specific or general respondents are for this question to be meaningful. A better way to examine this information is through the course learning tool (e.g., LPC) as you can identify the number and type of pivots made.

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

Best practices suggested changing this scale 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 will serve to align response categories for the pre- and post-items on this scale.

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

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 [SEE ROW 58]

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 [SEE ROW 59]

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 there were other impacts that are not listed above, please describe them here.

REMOVE

Few respondents note anything new or different here.

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [The program has increased my interest in starting my own company.]

REMOVE [SEE ROW 53]

The answers to this question are almost perfectly correlated to the answers to the item in the question cited above. Removing this redundant question.

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [The program has increased my interest in working in a technology-based start up.]

REMOVE [SEE ROW 54]

The answers to this question are almost perfectly correlated to the answers to the item in the question cited above. Removing this redundant question.

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [I will use the information and ideas from the I-Corps course in my teaching.]

KEEP

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [I will use the information and ideas from the I-Corps course to help guide other start ups.]

KEEP

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [I will use the information and ideas from the I-Corps course in my career.]

KEEP

Change this scale from an endorsement of the items (i.e., Totally disagree to Totally agree) to a likelihood scale (e.g., definitely not to definitely).

Indicate your level of agreement with the following statements about the impact of the I-Corps course on your future plans. [I will use the information and ideas from the I-Corps course in my research program.]

KEEP

If you intend to use the information and ideas from the program in other ways, please describe them here.

KEEP

How many people (customers, users, etc.) did you and your team interview during the I-Corps course? [You personally]

KEEP

Note: This is as an estimation not an "exact" number

How many people (customers, users, etc.) did you and your team interview during the I-Corps course? [Your team as a whole]

KEEP

Note: This is as an estimation not an "exact" number

About how many hours per week (on average) did you personally spend on your I-Corps project?

KEEP

Note: This is as an estimation not an "exact" number

Describe the extent to which your team did the following:[Collaborated effectively]

KEEP

Describe the extent to which your team did the following:[Had a clear leadership structure]

KEEP

Describe the extent to which your team did the following: [Distributed the workload equitably]

KEEP

These questions combined will be a useful IV (with the outcomes being the DV).

Describe the extent to which your team did the following:[Shared decision making]

KEEP

Describe the extent to which your team did the following: [Made good decisions]

KEEP

[Non -Mentor (M)] Please estimate how often per week you met with your mentor during the course. (A meeting is defined as communicating via phone, video, or in-person.)  
[M Trad] Traditional: Please estimate how often per week you met with your team during the course. (A meeting is defined as communicating via phone, video, or in-person.)/  
[M Other]/Please estimate, on average, how often per week you met with each team during the course. (A meeting is defined as communicating via phone, video, or in-person.)

NEW-KEEP

[Non-M] How satisfied are you with the number of times per week that you met with your mentor?

NEW-KEEP

[M Trad] How satisfied are you with the

number of times per week that you met with your team?  
[M Other] How satisfied are you with the number of times per week that you met with each team?

[Non-M] Please rate the quality of your interaction with your mentor.  
[M Trad] Please rate the quality of your interaction with your team.  
[M Other] Please rate the quality of your interaction with your teams overall.

NEW-KEEP

[Non-M] A goal of the course is to conduct at least 100 customer interviews. To what extent did your mentor help you achieve this goal?  
[M Trad] To what extent were you able to help your team achieve their goal of at least 100 customer interviews.  
[M Other] To what extent were you able to help your teams achieve their goal of at least 100 customer interviews.

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.

[Non-M] To what extent was your mentor able to support your application of the Business Model Canvas tool?  
[M Trad] To what extent were you able to support your team's application of the Business Model Canvas tool?  
[M Other] To what extent were you able to support your teams' applications of the Business Model Canvas tool?

NEW-KEEP

[Non-M] To what extent was your mentor able to support your understanding of pathways to commercialization?  
[M Trad] To what extent were you able to support your team's understanding of pathways to commercialization?  
[M Other] To what extent were you able to support your teams' understanding of pathways to commercialization?

NEW-KEEP

[Non-M] Overall, how well did your relationship with your mentor meet your expectations?  
[M Trad] Overall, how well did your relationship with your PI/TL and EL meet your expectations?  
[M Other] Overall, how well did your relationship with your PIs/TLs and ELs meet your expectations?  
Which of the following best describes the current status of your project?

NEW-KEEP

This is the "go/no go" question. The team provides this update during their final



<p>If you selected "None of the above," describe the current status of your project below.</p>	<p>KEEP</p>	<p>presentation. This provides new information in terms of whether someone from the team disagreed (since the survey is confidential).</p>
<p>Choose the response that best describes your team's current status in terms of founding a new company to commercialize your research.</p>	<p>KEEP</p>	
<p>Choose the response that best describes your team's current status in terms of founding a new company to commercialize your research. - comment</p>	<p>KEEP</p>	
<p>What training or skills do you feel you are lacking that would assist you in refining your business model and pursuing your next steps?</p>	<p>KEEP-AMEND (TBD)</p>	<p>NSF plans to conduct textual mining to create a close-ended question.</p>
<p>[PI/Grantee ONLY] Was the funding you received sufficient to conduct the necessary customer discovery requirements of the program?</p>	<p>KEEP-AMEND (TBD)</p>	<p>NSF plans to conduct textual mining to create a close-ended question.</p>
<p>[PI/Grantee ONLY] If relevant, please describe how you have been able to leverage NSF's I-Corps funding. Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Issued a patent]</p>	<p>NEW-KEEP</p>	
<p>Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Interviewed potential customers about a product, service, or technology]</p>	<p>REMOVE</p>	
<p>Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Applied for a patent as an inventor or co-inventor]</p>	<p>REMOVE</p>	
<p>Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Disclosed an invention to the university]</p>	<p>REMOVE</p>	
<p>Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior</p>	<p>REMOVE</p>	

experience: [Generated trade secrets]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Conducted market research]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Participated in the technology transfer process at your university]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Licensed your research/technology]

REMOVE

This question is asked precourse. We don't see that much change during the length of the course.

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Served on a corporate advisory board]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Participated in industry-funded research]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Presented a business idea to investors]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no 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]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Contributed ideas utilized]

by a company to improve a product, service, or process]

REMOVE

Indicate how many times you have participated in the following experiences to date (including your time in the I-Corps program). Enter zero (0) if you have no prior experience: [Received royalties for your work]

REMOVE

Overall, how well did this workshop meet your expectations?

KEEP

Overall, how well did this workshop meet your expectations? - comment

KEEP [SEE ROW 96]

The open-ended comments are very similar for this question and the one for their rating of the course. Consolidated and just asked this one.

Overall, how would you rate the I-Corps course?

KEEP

Overall, how would you rate the I-Corps course? - comment

REMOVE [SEE ROW 94]

What would you tell others who have not participated in the I-Corps program about your experience? Do you have any helpful suggestions, advice, or do's and don'ts?

REMOVE

We have a lot of data through these years on this. Someone could do a textual analysis and consolidate the information. There doesn't seem to be much new "advice" anymore.

Is there anything else you would like us to know about your I-Corps experience?

KEEP

Respondents like to have one last chance to express their feelings or experiences with the course.

Please rate the following aspects of the logistics and venue for the course (Scale: 1=Poor; 6=Excellent). [Meals and breaks]

KEEP

Please rate the following aspects of the logistics and venue for the course (Scale: 1=Poor; 6=Excellent). [Course communications & logistics]

KEEP

Please rate the following aspects of the logistics and venue for the course (Scale: 1=Poor; 6=Excellent). [Course materials]

KEEP

Please rate the following aspects of the logistics and venue for the course (Scale: 1=Poor; 6=Excellent). [Facilities and classroom]

KEEP

If you have any comments on the logistics and venue for the course, please share them below.

KEEP

Optional contact information about you and your team can be shared below. [Your Name]

REMOVE

Optional contact information about you and your team can be shared below. [Team Name]

REMOVE

Optional contact information about you and your team can be shared below. [E-mail Address]

REMOVE

Through database records NSF has this information.

Optional contact information about you

and your team can be shared below.  
[Phone number]

REMOVE