

CSC454H1 S

The Business of Software

Winter 2026 Syllabus

Course Meetings

CSC454H1 S

Section	Day & Time	Delivery Mode & Location
LEC0101	Tuesday, 10:00 AM - 1:00 PM	In Person: SM 2360

Refer to ACORN for the most up-to-date information about the location of the course meetings.

Course Contacts

Instructor: Mario Grech

Email: mario.grech@utoronto.ca

Phone: (647) 607-8611

Course Overview

Designed and delivered by industry experts in successful commercialization of tech startups, this course focuses on the development of a viable business and startup in partnership and mentorship from industry businesses and entrepreneurs.

The course is designed to be taken by students from any faculty or discipline. It focuses on helping them understand and develop business sense, introduce modern customer development, and teach skills in product development, financial management, marketing, and leadership. Alongside the software engineering abilities of CSC491H1 teammates, skills learned in CSC454H1 will aid the development of a viable startup.

For more details visit our website at <https://www.dcsil.ca/student-courses>.

Not eligible for CR/NCR option.

Students must submit an application to the course describing relevant interests, experience, and skills and general academic history. On this application, you will indicate whether you wish to be considered for CSC454H1 only, or CSC454H1 and CSC491H1. Application questions are set and assessed by the instructor. Applications from St. George students enrolled in a Computer Science program or the Data Science Specialist program will be considered first. Applications by students from other programs with appropriate prerequisites will be considered as space permits.

Please visit <https://q.utoronto.ca/courses/221753/pages/400-level-course-balloting-and-applications> for application deadlines and details. A decision on your application will be

confirmed approximately 2-3 weeks after the application deadline, so students should enrol in an alternate course until the results of their application are confirmed.

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Prerequisites: 2.5 credits at the 300-level or higher

Corequisites: None

Exclusions: CSCD54H3. NOTE: Students not enrolled in the Computer Science Major or Specialist program at A&S, UTM, or UTSC, or the Data Science Specialist at A&S, are limited to a maximum of 1.5 credits in 300-/400-level CSC/ECE courses.

Recommended Preparation: None

Credit Value: 0.5

Marking Scheme

Assessment	Percent	Details	Due Date
A1	15%	PARTICIPATION* (15%)	2026-01-28
A2	5%	Individual Intro	2026-01-06
A3	10%	Business Opportunity	2026-01-26
A4	10%	Team Pitch	2026-01-27

Assessment	Percent	Details	Due Date
A5	10%	Customer Segment	2026-02-09
A6	10%	Value Proposition	2026-02-21
A6b	10%	Team Pitch	2026-03-03
Financials	10%	Financials and Risk	2026-03-23
Pitch	10%	Team Pitch	2026-03-24
final assessment	10%	Final Assessment	2026-03-26

In this course you will learn techniques and methodologies that will give you a distinct career advantage after graduation, weather or not you intent to work in the tech field.

Late Assessment Submissions Policy

Late Submissions Five percent (5%) will be subtracted from the mark for an assignment for each twelve (12) hour period it is delivered late

Policies & Statements

Late/Missed Assignments

This item is listed here to remind you to include your late/missed assignment policy; if you have late penalties, you are required to publish them in your syllabus. Please see the [A&S Academic Handbook \(https://www.artsci.utoronto.ca/faculty-staff/teaching/academic-handbook\)](https://www.artsci.utoronto.ca/faculty-staff/teaching/academic-handbook) sections on missed term work (Section 4.7), late term work and extensions (section 4.8), and missed term tests (Section 5.3) for more information.

Plagiarism Detection Tool

Normally, students will be required to submit their course essays to the University's plagiarism detection tool for a review of textual similarity and detection of possible plagiarism. In doing so, students will allow their essays to be included as source documents in the tool's reference database, where they will be used solely for the purpose of detecting plagiarism. The terms that apply to the University's use of this tool are described on the Centre for Teaching Support & Innovation web site (<https://uoft.me/pdt-faq>).

Attendance

This item is listed here to remind you that you may wish to include your attendance policy, if you have one, in your syllabus. For more information, see Section 3.1 in the [A&S Academic Handbook \(https://www.artsci.utoronto.ca/faculty-staff/teaching/academic-handbook#CourseClassroomProcedures\)](https://www.artsci.utoronto.ca/faculty-staff/teaching/academic-handbook#CourseClassroomProcedures).