



Data Sheet

Develop the skills that will let you make a difference in your organization's bottom line while also knowing liabilities to help maintain compliance.

Help develop SAM and compliance initiatives for your organization the right and effective way. You will learn tools that will empower you to be well-equipped to handle even the most difficult problems by learning from the experts with years of experience observing audit organization like the SIIA. With 1000s of Certified Software Managers (CSMs) worldwide, one will join the masses and learn the same vital information that can be used to optimize licensing and understand the liabilities in terms of the copyright law.

What You Will Learn

- Identify the components of an effective software management plan
- Reduce waste of unused software licenses in your IT department
- Recognize various types of software license agreements
- Understand liabilities surrounding copyright infringement
- Untangle the details of the self-audit process

Who Should Attend

Employees that are involved with the management of software licenses: Software Licensing Managers; Software Compliance Managers; IT Administrators; IT Asset Managers; IT Procurement Managers; IT Service Managers; Purchasing Agents; Legal Representatives; HR Personnel; and Software Asset Managers.

Certification

The online exam is separate from the seminar and is a must for certification. This professional certification is a leader in the industry, not only by like-minded colleagues but also the software industry itself. Highly recommended for anyone who manages software licenses.

Materials

The Certified Software Manager Manual is 152 pages and is a must for all organizations to have as a reference when first developing their software management initiatives.

Seminar Availability

OnDemand Course and Exam: The CSM Curriculum is offered via computer-based training.

Pricing: \$595 Course and Exam; For Volume pricing please contact us @ seminars@licenselogic.com or call us @ (301) 363-1658.

On-Site/Private Training: A great way to bring the team together and not only learn the curriculum, but to converse about roles and responsibilities. This course is delivered via live instruction in a one (1) day; six (6) hour format on-site or online to a group. For more information on pricing and availability please contact us @ seminars@licenselogic.com or call us @ (301) 363-1658.





Syllabus

Unit I: Introduction & Course Objectives

- ▣ Definition of Software Asset Management (SAM)
- ▣ Software Industry Response to Software Compliance and SAM
- ▣ Course Objectives

Unit II: Understanding Copyright Law

- ▣ Definitions of Intellectual Property
- ▣ Review of US Copyright Law – Title 17
- ▣ Canada Copyright Law – (International Law)
- ▣ Liabilities of Copyright Law
- ▣ “Special” Situations for Copyright Law
- ▣ Exercise: Reasons for Software Piracy

Unit III: Software Piracy-the Problem Defined

- ▣ Global Piracy Rates
- ▣ Types of Software Piracy
- ▣ Consequences of Software Piracy

Unit IV: Understanding License Agreements

- ▣ Software License Agreement Definition
- ▣ Types of License Agreements
- ▣ Metering Software
- ▣ Exercise: License Agreements Review

Unit V: Anti-Piracy Actions

- ▣ Trade Associations
- ▣ Anti-Piracy Actions
 - Cease and Desist
 - Cooperative Audits
 - Litigation
- ▣ Anti-Piracy Statistics

Unit VI: Developing a Software Management Plan

- ▣ Software Management Team
- ▣ Components of a Software Management Plan
- ▣ Standards for SAM
- ▣ ISO 19770-1 Overview
- ▣ Evaluate Organization Current Status

Unit VII: Communicating the Plan

- ▣ Educating Users
- ▣ Building a Case
- ▣ Presenting Case to Management

Unit VIII: The Audit Process

- ▣ Three-fold Process
- ▣ Field Work
- ▣ Report Audit Results
- ▣ Take Corrective Actions