



**PRACTICAL PREPARATION FOR SUCCESS IN THE
SOFTWARE INDUSTRY**

COURSE OVERVIEW

Fabian Szijarto
INSTRUCTOR

**YOU.
ARE.
READY.**

Welcome to the "Practical Preparation for Success in the Software Industry" course, your definitive roadmap to becoming a standout professional in this dynamic field.

In the fast-paced realm of software, theoretical knowledge alone won't cut it. Employers are on the lookout for individuals who can seamlessly translate theory into real-world achievements. That's precisely what this course is designed for. We don't just skim the surface; we dive deep into practical, hands-on learning that equips you to thrive in the ever-evolving software landscape.

Transform your software journey into a real-world odyssey!

INTRODUCTION

This course is tailored for IT graduates and aspiring IT professionals who want to go beyond theory and are hungry for practical insights into the dynamic software industry. Through captivating narratives, we unveil the inner workings of the IT world. We don't just talk theory; we immerse you in the practical reality of software projects. Think of it as a treasure trove of real-life case studies, compelling stories, and experiences taken from the heart of the industry. This is your direct line to the wisdom of seasoned professionals, a shortcut to practical know-how that complements your theoretical and hard skills.

In this course, we break free from traditional, theory-centric teaching methods and embrace narrative-based learning. While theory provides a strong foundation, practical knowledge is the key to thriving in the ever-evolving software landscape. That's why we immerse you in real-life scenarios, industry stories, and hands-on experiences to bridge the gap between textbook knowledge and the demands of the real world.

Narrative-based learning transforms learning from a passive endeavor into an engaging and interactive experience. Through relatable stories and real-life scenarios, students can grasp complex concepts with ease, making it ideal for understanding intricate topics such as those in the software industry, while it enhances memory retention, as stories create memorable contexts for the information being conveyed. It equips students with practical knowledge and skills that enhance their employability and significantly accelerate their readiness for success in the software industry.

Reason to enroll

Now, you might wonder why this journey is a game-changer. As a newbie in the IT realm, this course offers a unique opportunity to absorb priceless wisdom from real-life experiences. Learning through these stories doesn't just deepen your understanding; it also saves you time in acquiring practical knowledge. Imagine it as inheriting the collective insights of the industry, a head start that accelerates your transition from theory to practice. With the course structure, which encompasses engaging introductions, navigating the chasm between theory and reality, and delving into captivating real-life scenarios and stories, you step into the IT world with unparalleled preparation. You begin your journey with a competitive edge, and your success in the software industry gets a significant boost.

COURSE OBJECTIVES

Upon completing this course, students will gain the essential skills and knowledge necessary to significantly enhance their employability and practical understanding of the software industry. Here are the list of objectives:

Elevated Employability: Graduates will be equipped with the practical skills and real-world experience that employers actively seek. They will have a competitive edge in the job market, enabling them to secure positions and embark on successful careers in the software industry.

Hands-On Learning: Participants will apply theoretical knowledge to practical scenarios, transforming concepts into tangible solutions. Through real-life case studies, they'll experience the intricacies of software projects, preparing them for the challenges they'll encounter in their future careers.

Problem Solving and Leadership: Students will gain problem-solving capabilities and leadership skills through a deep understanding of the environmental, social, safety, and economic factors that affect decision-making in the software industry. This practical insight will empower them to lead with ethical responsibility and professionalism.

Effective Communication and Collaboration: Graduates will develop strong communication skills and the ability to collaborate effectively within interdisciplinary teams and to communicate effectively with diverse audiences. These skills are essential for success within the industry and will support a seamless transition into the workplace.

STUDENT OUTCOMES

Upon successfully completing this course, students will attain a set of crucial skills and abilities that will significantly enhance their readiness for successful careers in the software industry. Here are the student outcomes:

Value-Centric Solution Development: Students will gain a profound understanding of how to create software solutions that prioritize delivering value to end-users. This approach ensures fresh graduates can contribute effectively to projects by focusing on solving problems and creating user-centric applications.

Applied Software Design: They will learn how to apply design principles to create software solutions in practical scenarios that meet specific needs.

Understanding Software Economics: They will have a firm grasp of software economics and how it impacts the design and optimization of software engineering systems, aligning them with industry best practices.

Understanding IT Projects: Graduates will have a deep understanding of how IT projects work, which is invaluable for fresh graduates navigating project dynamics and for career changers looking to integrate smoothly into the software industry. This knowledge gives them a head start and a solid foundation for successful careers in the field.

Ethical and Professional Responsibility: Graduates will understand and appreciate their ethical and professional responsibilities in software engineering, making informed judgments considering the global, economic, environmental, and societal impact of their solutions.

Teamwork and Leadership: They will function effectively within interdisciplinary teams, providing leadership and creating collaborative environments while establishing goals and meeting objectives.

Data Analysis and Experimentation: Students will develop the capability to conduct experiments, analyze data, and draw conclusions, essential for problem-solving and decision-making in software engineering.

OVERVIEW

Our learning experience is a detailed course consists of 9 distinct modules, each addressing a specific area of the industry from a practical point of view.

In this experience, we'll dive deep into the intricacies of the software industry, that encompasses a range of critical topics, from understanding the fundamental soft skills required for success, navigating the intricacies of IT software projects, to mastering communication, collaboration, and dynamic proficiency skills. We'll decode industry jargon and introduce design-thinking principles, preparing you for the real-world challenges you'll face. With a focus on practical knowledge and real-world examples drawn from global experience, you'll gain a competitive edge and embark on a journey to excel in the software industry.

Module 1: Course Introduction, Overview, Objectives and Structure	Module 2: Understanding The Importance of Soft Skills and Practical Knowledge	Module 3: Introduction To The Software Industry	Module 4: Overview Of IT Software Projects	Module 4/A: Sales & Pre-sales
Module 4/B: Implementation	Module 4/C: Support	Module 5: Much needed Soft- Skills	Module 5/A: Communication	Module 5/B: Collaboration
Module 5/C: Dynamic Proficiency Skills	Module 6: Common terms, Phrases and Jargons	Module 7: Design-Thinking and Customer Centricity	Module 8: Legal Aspects	Module 9: Stress Management and Well-Being

Throughout the class, we'll address key topics, explore case studies, and foster a collaborative learning environment. Whether you're new to the IT field or looking to enhance your existing knowledge, this class is tailored to provide value at every step of your journey.

Get ready to engage, ask questions, and immerse yourself in the world of IT. Your practical knowledge awaits, and the journey begins here.

COURSE STRUCTURE

Introduction to the Topic: Each topic begins with a brief overview of the key terms and theoretical concepts related to the topic. This provides a solid foundation to build upon.

Gap Between Theory and Reality: The course then delves into the common challenges faced by newcomers due to the gap between textbook knowledge and real-life projects. It explains why this gap exists and how it can impact practical scenarios.

Exploration of the Topic/Providing Context: The main content of the topic is covered next. In this section, participants gain an in-depth understanding of the topic, its significance, and its application in the software industry.

Real-Life Examples and Case Studies/Stories: To make the topic more relatable and understandable, the course provides real-life examples or case studies. These scenarios illustrate how the topic plays out in practical situations and offer insights into potential challenges and solutions.

Who Should Enroll:

- Fresh IT graduates or final year students, who want to enhance their employability.
- Aspiring software professionals eager to enter the industry.
- Novices in the software world determined to fast-track their careers.

Course Delivery:

The Class occurs weekly via virtual sessions on Saturday and Sunday, ensuring no disruption in your academic or other commitments. Sessions are hosted on Zoom, providing an interactive and engaging platform for learning. To get started, all you need to do is send an email expressing your interest. I encourage you to reach out and ask any questions you may have.

Course duration: TBD

Course fee: TBD

Capacity: Capped at 15 pax/course

MODULES

Module 1: Course Introduction, Overview, Objectives and Structure

Topics covered: Introduction. The significance of practical skills. Challenges and trends. Understanding the gap. Course objectives and structure

Real-life case studies:

- *Personal experience*
- *"The ever growing specification"*

Module 2: Understanding The Importance of Soft Skills and Practical Knowledge

Topics covered: The power of soft skills in IT. Addressing common challenges faced by newcomers. Fostering a growth mindset. Importance of soft skills in collaborative software projects

Module 3: Introduction To The Software Industry

Topics covered: Purpose of the software industry. Overview of software companies (strategies, purpose). Why do IT projects fail? Mergers and acquisitions.

Real-life case studies:

- *"The Golden Circle company"*
- *"Reality and challenges of M&As - Tactics"*

Module 4: Overview Of IT Software Projects I

Topics covered: Project stages. Methodologies. Challenges. Roles and responsibilities

Module 4/A: Sales & Pre-sales

Topics covered: Objectives of sales&pre-sales. Needs assessment. Estimations. Qualification. RFI, RFP, RFQ - procurement process. Vendor selection. Assumptions. Fitment analysis. Customer-facing communication - Presentations and demos. Objection handling. Proof of concept (POC). Creating a proposal. Statement of Work (SoW). Sales lifecycle. Challenges. Roles.

Real-life case studies:

- *"Influencing a tender"*
- *"Cheating"*
- *"The opportunity of the quarter"*
- *"The last minute opportunity"*
- *"Too much demo"*

- *"Expectations of a POC"*
- *"The unrealistic customer"*
- *"SOW's impact on implementation"*
- *"Daily-life of a consultant"*

Module 4/B: Implementation

Topics covered: The project team. Managing the project. GAP analysis. Implementation phases. Scope creep. Creating specifications (function, technical, logical&psychical architecture). Customizations. Common challenges during implementation phase

Real-life case studies:

- *Involvement of product management during a project - "Roadmap item"*
- *"Managing customisation requests - Who pays the extra costs?"*
- *"Hardware sizing challenges - The actual TCO"*
- *"No time for proper UAT"*
- *"Escalation"*
- *"Handover to support"*
- *And many more*

Module 4/C: Support

Topics covered: Role and importance of support. Following-up and handover. Challenges.

Real-life case studies:

- *"What is and isn't covered by the maintenance contract"*
- *"Support implication on an upgrade project"*
- *"Pros and cons of delivering by support"*

Module 5: Much needed Soft-Skills (Intro Module)

Module 5/A: Communication

Topics covered: Refresher: verbal/non-verbal communication. Written communication in the digital age. Active listening and empathetic communication. Effective presentation skills. Cross-cultural communication. Client communication. Communication challenges. Story-telling.

Real-life, personal case studies:

- *"A difficult audience"*
- *"No water"*
- *"Communication barriers - using a translator"*

Module 5/B: Collaboration

Topics covered: Teamwork dynamics. Office politics. Collaboration in the virtual world. Resource allocation. Conflict resolution. Expectation management. Quality Assurance.

Module 5/C: Dynamic Proficiency Skills

Topics covered: Proactivity. Adaptability. Creative problem-solving. Critical thinking. Decision-making. Embracing change. Resilience. Time management. Innovation.

Real-life example:

- “The blame game”

Module 6: Common terms, Phrases and Jargons

Topics covered: Understanding common terms and jargons and their meanings (e.g. sprint, product backlog, user story, code review, MVP, “not my job”, scope freeze, timesheets, UAT, SIT, ASAP, project-financial milestones). Iceberg of ignorance.

Real-life example:

- “I need it yesterday!”

Module 7: Design-Thinking and Customer Centricity

Topics covered: Customer-centricity and its role in software development. Managing customer feedback. Balancing user expectations and technical feasibility.

Real-life example:

- “Requirement gathering with customer focus: The Business Analyst's Role”

Module 8: Legal Aspects

Topics covered: Understanding the legal aspects of the software industry (framework agreement, license schedule, services schedule and others)

Real-life case studies:

- “Legal and financial challenges in Portugal and Zimbabwe”

Module 9: Stress Management and Well-Being

Topics covered: Understanding stress in the software industry. The psychological and physical effects of stress. Strategies for coping with stress. Building mental resilience.

Real-life case studies:

- Personal experience on stress

ABOUT THE INSTRUCTOR

Congratulations for making the first step to propel your career, I'm thrilled to have you here.

I'm Fabian, and I've spent over two decades navigating the ever-evolving landscape of the software and financial technology sector. My journey has taken me across the globe, providing me with invaluable international experience. Now, I'm eager to share the insights and practical wisdom I've gained with you.

This course isn't just about theory or classroom instruction; it's about bridging the gap between what you learn in traditional education and what you need to excel in the real world. Throughout our journey together, you'll benefit from my extensive global experience, enabling you to start your career with the skills and confidence you need to make a meaningful impact.

Welcome to a world of hands-on learning, where you'll be ready to make a significant impact from day one.



Fabian Szijarto



FAQ

1. What makes this course unique in the IT training landscape?

This practical course stands out because it's not just about theory. We bring real-world industry experience to the table, offering practical insights and examples from actual global projects. To our knowledge, there is no similar course on the market that provides such a valuable, hands-on perspective.

2. How will this course equip me with practical knowledge for the software industry?

The course is designed to immerse you in the real-world workings of the software industry. We use practical examples and case studies from global projects to illustrate concepts, ensuring that you gain not only theoretical knowledge but also the practical skills to excel from day one.

3. Can you give me an example of how this course translates theory into practical application?

Certainly! In our course, when we discuss concepts like project management, we delve into real project scenarios, including what happens when a project goes wrong, when deadlines are not met and how to overcome these challenges. You'll learn how project management theories are applied in the field, making it easier for you to navigate real-world projects effectively.

4. Is this course suitable for beginners with no prior industry experience?

Absolutely! We welcome newcomers who are eager to dive into the software industry. Our course is structured to provide a strong foundation while delivering practical knowledge that newcomers can apply immediately.

5. What job opportunities can I expect after completing this course?

With our practical approach, you'll be well-prepared for a variety of roles in the software industry, including software development, project management, business analysis, and more. Employers highly value practical knowledge, making you a standout candidate.

6. How does this course support my journey to becoming job-ready?

Our course goes beyond theory. We offer practical exercises and case studies that simulate real project challenges. By the end of the course, you'll have the confidence and skills to tackle similar challenges in your job, boosting your job readiness.

7. How does the course content reflect the real software industry?

Our course content is based on the collective experience of our instructor's in global software projects. We share our firsthand experiences, challenges, and successes, providing you with a deep understanding of how the industry operates.

8. How do you ensure that the course stays up-to-date with industry trends and practices?

We stay connected to the software industry's pulse through ongoing project involvement and industry networking. This ensures that our course content remains current, reflecting the latest trends and best practices.

9. Can I join the course on mobile devices and tablets?

Yes, the course is delivered via Zoom, allowing you to join on various devices, including smartphones and tablets. Learn wherever and whenever it's convenient for you.

10. How do you create a balance between theory and practical examples in the course?

Each topic in the course begins with a foundational understanding of the theory. We then explore the practical aspects through real-world examples, making sure you grasp not only the concepts but also how they're applied.

11. What is the unique value of the real-world examples you provide?

Our real-world examples draw from a wealth of global experiences, giving you insights into how industry professionals navigate challenges and deliver successful projects. This firsthand knowledge sets our course apart.

12. How do you foster collaboration among students in the course?

We encourage collaboration during the course, where students can share their insights, experiences, and learn from each other. It's a space where real-world perspectives are welcomed.

13. What is the course's approach to handling industry jargon and terminology?

We demystify industry jargon by explaining it within practical contexts. You'll not only understand the terminology but also see how it's used in real projects, making it easier to grasp.

14. How do you make complex concepts more accessible to learners?

We break down complex concepts into digestible components and then illustrate them through real-world scenarios. This approach makes even the most intricate ideas accessible and relatable.

15. Is it possible to apply the knowledge gained in this course immediately?

Definitely, it's designed to make you job-ready from day one.

16. How do I enroll in this course and access the practical knowledge it offers?

Enrolling is easy! Simply email me to sign up to the next available course, and you'll gain access to the wealth of practical knowledge that awaits you.

BENEFITS

01

ENHANCE EMPLOYABILITY

Acquire skills that set you apart in the competitive IT job market. Employers value candidates who can hit the ground running, and our course equips you with the practical know-how to do just that.

03

RESUME-READY SKILLS

Leave the course with a portfolio of skills and knowledge that make your resume stand out. Our practical approach ensures you're ready to tackle industry challenges from day one.

05

BRIDGING THE GAP

Addressing the discrepancies between textbook knowledge and real-world software projects is a fundamental objective. This enables learners to navigate challenges effectively and apply their theoretical understanding in practical scenarios.

02

REAL-WORLD PROJECTS

Gain unparalleled access to a treasure trove of real-life projects drawn from major global markets. Learn from the challenges and successes of projects executed in diverse industries and regions.

04

EXCLUSIVE INDUSTRY INSIGHTS

Access insider information rarely found in textbooks or traditional courses. Understand the unspoken rules, challenges, and nuances of the software industry that only industry veterans can offer.

06

INTERNATIONAL EXPERTISE

I bring a wealth of international experience, having tackled software challenges in different cultural and business contexts. You will benefit from these insights about cross-border project dynamics and global best practices.