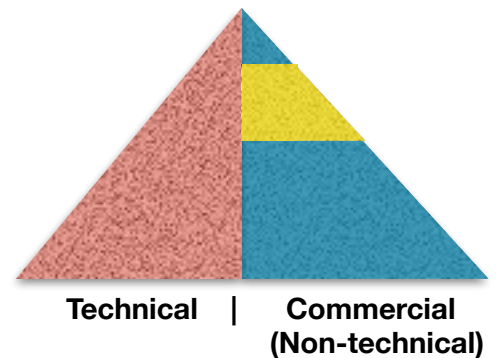


Telecommunication Management for Executives

NQF Level : 6
Credits: 15
Duration: 3 days

This course is specifically designed for Executives that do not have a Technical Background in Telecommunications. This course provides an executive overview of the most important technologies. It covers the most important RAN, Core switching and Fibre technologies, and also provides a strategic overview of 5G, Spectrum strategies, Artificial Intelligence and Security. It is the ideal course for an executive new to the field of Telecommunications.

Course positioning in Organisation



ITSI Learning Matrix > Depth of content covered >

Strategy | Technology | Environment

5G & Telco Futures	New Telco Opportunities	Innovation Management	Regulatory Environment	IOT, Security, AI Machine Learning
Technology drivers	Competitive Analysis	Fibre, Cloud and Hosting	Management Training	Leadership Training

Telco - Business Model Canvas

Key Partners Network sharing, MVNO strategy Outsourcing & Purchasing Management	Resources RAN and Core, Networks and Technology, Competitor networks	Value Proposition Strategy and Strategic Positioning	Customer Relationships (CRM practices, Customer journey)	Customer Segments Need analysis, Brand alignment, Marketing strategy, Marketing management, Competitive positioning
	Activities OSS / BSS, Network Management		Channels Customer Support	
Cost Structure CAPEX, OPEX, Budgeting, Costing structure, Key metrics		Revenue Streams Pricing Strategy, Bundling strategies,		

