

Course Name: Telecom Industry Overview for Executives

Course Overview: This 1-Day course is designed as an overview of the telecommunications industry for management and other key staff personnel. Students attending this course will obtain the knowledge to discuss major events, standards, players and technologies that have formed a truly exciting industry. Key emphasis will be put on using, evaluating and ensuring proper return on investment (ROI) as well as assessing network requirements and evaluating vendors and carriers.

Course Length: One day

Who should Attend:

- Enterprise Businesses
- End Users
- Wireless and Wireline Carriers
- Field Engineers
- Managers/Supervisors
- Top Level Executives
- Sales Staff
- Marketing

You will Learn:

- Brief History of Telecommunications
- Standards/Regulatory Bodies
- Telecommunication basics
- Major players
- Areas of a basic network
- Traditional voice systems
- Transport Systems
- Data systems
- Evaluating Network Requirements
- Trends and Return on Investment (ROI)
- Assessing an Operational System
- The Future

Prerequisites: None

Customizable Course: Yes

Course Content:

Overview of Telecommunications Industry

- Brief History
- Major technological advances



- Standards
- Regulatory Bodies
- Major players

Telecommunication basics

- Analog v/s digital
- LANs, WANs, and MANS
- Bandwidth v/s speed
- Multiplexing concepts
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Overview of the OSI model

- Purpose
- Layer descriptions
- Practical use of the model

Voice Networks

- Traditional systems/technologies
- Modern systems/technologies
- Emerging trends

Data Networks

- Traditional systems/technologies
- Modern systems/technologies
- Emerging trends

Wireless Networks

- LAN v/s WAN
- Voice
- Data
- Carriers

Internetworking

- Multiple systems/technologies

Evaluating network requirements

- Trends
- Network Design
- Expandability
- Upgrade ability
- Connections to “The World”
- Return on Investment (ROI)

Assessing an operational system



- Percent of Reliability
- Percent of Availability
- Service Level Agreements (SLAs)
- Carrier/Vendor Contracts
- When to upgrade?

The Future

- Key players and trends
- Emerging technologies
- Projected networks

