



## List of Neotelis Training Courses

Neotelis offers more than 140 Training Courses covering the telecommunications sector. These courses can be delivered as private sessions at the location of your choice, either with off-the-shelf content or customized to your specific needs. Since 1997, Neotelis has trained thousands of telecommunications professionals working for operators, regulators, policy-makers and governments in over 125 countries around the world.

CATEGORY	CODE	TITLE
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### Engineering & Technologies (ENG)

ENG-000	Private Training in Engineering, Networks and Technologies
ENG-100	Telecom Technologies & Services for Today and Tomorrow 5 day(s) (3.0 NLUS)
ENG-105	Primer on Current and Future Telecom Technologies & Services 1 day(s)
ENG-106	Telephony for Business (for business telecom managers) 2 day(s) (1.2 NLUS)
ENG-107	Cloud Computing & Virtualization for Managers 2 day(s) (1.2 NLUS)
ENG-108	Unified Communications Essentials for Managers 2 day(s) (1.2 NLUS)
ENG-109	Cybersecurity Essentials for Today 2 day(s) (1.2 NLUS)
ENG-110	Telecom Technologies for Business 2 day(s) (1.2 NLUS)
ENG-207	Next Generation Networks 5 day(s) (3.0 NLUS)
ENG-301	PDH & SDH Digital Transmission 5 day(s) (3.0 NLUS)
ENG-302	Digital Networks: TX, DSX AND XDSL 3 day(s) (1.8 NLUS)
ENG-400	Introduction to Data Networks & TCP/IP for Non-Technical Staff 1 day(s) (0.6 NLUS)
ENG-401	Introduction to Data Networks & TCP/IP 3 day(s) (1.8 NLUS)
ENG-404	TCP/IP Networks: Switching 3 day(s) (1.8 NLUS)
ENG-405	TCP/IP Networks: Routing 3 day(s) (1.8 NLUS)

ENG-406	IP Network Security 3 day(s) (1.8 NLUS)
ENG-410	Overview of MPLS Technology 1 day(s) (0.6 NLUS)
ENG-413	IP Network Essentials for Managers 2 day(s) (1.2 NLUS)
ENG-504	3G Radio Access Protocols & Procedures 5 day(s) (3.0 NLUS)
ENG-506	Wi-Fi/WiMAX: Planning, Design & Deployment 5 day(s) (3.0 NLUS)
ENG-507	Fixed & Mobile WiMAX: Planning, Design & Deployment 5 day(s) (3.0 NLUS)
ENG-510	4G Mobile Networks 2 day(s)
ENG-512	The Essentials of LTE 5 day(s) (3.0 NLUS)
ENG-513	4G Core Network 3 day(s)
ENG-514	Advanced Mobile Networks: QoS, QoE & Technical Aspects 5 day(s) (3.0 NLUS)
ENG-515	5G and IoT 4 day(s)

## Finance (FIN)

FIN-000	Private Training in Finance
FIN-105	Financial Modeling in Telecommunications 5 day(s) (3.0 NLUS)
FIN-111	Financial Strategies & Management for Telecom Executives 5 day(s) (3.0 NLUS)
FIN-113	IAS/IFRS in Telecommunications 5 day(s) (3.0 NLUS)
FIN-117	Finance for Non-Financial Managers in Telecommunications 5 day(s) (3.0 NLUS)
FIN-118	Management Accounting in Telecommunications 5 day(s) (3.0 NLUS)
FIN-121	Best Practices in Telecom Billing & Fraud Management 5 day(s) (3.0 NLUS)
FIN-122	Best Practices in Telecom Cost Modeling & LRIC 5 day(s)

## Human Resources (HRM)

HRM-000	Private Training in Human Resources Management
HRM-103	Training Management & Course Development 5 day(s) (3.0 NLUS)
HRM-105	Training & Organizational Performance: Issues & Strategies

HRM-108	Becoming an HR Business Partner 3 day(s)
HRM-109	Strategic Human Resources Management 5 day(s)

## Strategy & Management (MGT)

MGT-000	Private Training in Management
MGT-010	The ABCs of Telecom e-Learning
MGT-050	The Benefits of Strategic Thinking & Planning e-Learning
MGT-102	Winning Project Management Techniques 5 day(s)
MGT-105	Leadership: A Potential to Develop 5 day(s) (3.0 NLUS)
MGT-116	Analytical Skills & Logical Thinking 2 day(s) (1.2 NLUS)
MGT-117	Mastering Creative Thinking & Innovation for Business Success 2 day(s) (1.2 NLUS)
MGT-118	Business Influencing Skills 2 day(s) (1.2 NLUS)
MGT-119	Business Case Preparation & Development 2 day(s) (1.2 NLUS)
MGT-122	Prevent & Recover - Business Continuity Management 5 day(s) (3.0 NLUS)
MGT-125	Emotional Intelligence 2 day(s) (1.2 NLUS)
MGT-128	Strategic Alliances 5 day(s) (3.0 NLUS)
MGT-129	Value Chain Management 5 day(s) (3 NLUS)
MGT-131	Analytical Thinking and Telecom Data Analysis 5 day(s) (3.0 NLUS)
MGT-132	Strategic Planning: Designing Effective Telecom Strategies
MGT-133	Dealing with Disruption: Competition, Choice & the Search for a 'Level Playing Field' 5 day(s)
MGT-135	Performance Management for Organizational Success 3 day(s)
MGT-201	Mini MBA in Telecommunications 5 day(s) (3.5 NLUS)
MGT-300	Mini MBA in Telecom Technologies 5 day(s) (3.5 NLUS)

## Marketing & Sales (MKG)

MKG-000	Private Training in Marketing
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MKG-102	Call Centers & Customer Service in Call Centers 5 day(s) (6.0 NLUS)
MKG-104	Best Practices in Interconnection 5 day(s) (3.0 NLUS)
MKG-111	Strategic Sales in Telecommunications 5 day(s) (3.0 NLUS)
MKG-114	Best Practices in Telecom Pricing 5 day(s) (3.0 NLUS)
MKG-117	Value-Based Marketing 5 day(s) (3.0 NLUS)
MKG-119	Distribution Channel Strategy and Management 5 day(s) (3.0 NLUS)
MKG-121	Building a Customer Focus – Contact Center Strategies & Management 5 day(s) (3.0 NLUS)
MKG-122	CRM in Telecommunications 5 day(s) (3.0 NLUS)
MKG-124	Strategies to Capture Growth Opportunities in Telecom 5 day(s) (3.0 NLUS)
MKG-125	Management of International Telecom Traffic & Roaming 5 day(s) (3.0 NLUS)
MKG-126	Commercial Strategies for Wholesale Telecom Services 5 day(s) (3 NLUS)
MKG-128	Marketing, Product & Pricing Management in Telecom
MKG-130	Data Analytics for Telecom Marketing 5 day(s)

## Policies & Regulations (REG)

REG-000	Private Training in Policies & Regulations
REG-102	Spectrum - Managing a Scarce Resource for Maximum Impact 5 day(s) (3.5 NLUS)
REG-106	Effective Telecom Competition: Finding a Balance 5 day(s)
REG-107	Strategic Regulatory Affairs & Compliance in Telecom 5 day(s)
REG-108	Telecom Regulation for Today - Adapting to Change 5 day(s)
REG-109	Best Regional Practices Workshop for Middle East Regulators 5 day(s)
REG-110	Best Regional Practices Workshop for Caribbean Regulators 5 day(s)

## Security (SEC)