



## 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 |
|----------|------|-------|
|----------|------|-------|

### Engineering & Technologies (ENG)

|         |   |
|---------|---|
| ENG-000 | Private Training in Engineering, Networks and Technologies                            |
| ENG-100 | Telecom Technologies & Services for Today and Tomorrow<br>5 day(s) (3.0 NLUS)         |
| ENG-105 | Primer on Current and Future Telecom Technologies & Services<br>1 day(s)              |
| ENG-107 | Cloud Computing & Virtualization for Managers<br>2 day(s) (1.2 NLUS)                  |
| ENG-108 | Unified Communications Essentials for Managers<br>2 day(s) (1.2 NLUS)                 |
| ENG-109 | Cybersecurity Essentials for Today<br>2 day(s) (1.2 NLUS)                             |
| ENG-110 | Telecom Technologies for Business<br>2 day(s) (1.2 NLUS)                              |
| ENG-301 | PDH & SDH Digital Transmission<br>5 day(s) (3.0 NLUS)                                 |
| ENG-302 | Digital Networks: TX, DSX AND XDSL<br>3 day(s) (1.8 NLUS)                             |
| ENG-400 | Introduction to Data Networks & TCP/IP for Non-Technical Staff<br>1 day(s) (0.6 NLUS) |
| ENG-401 | Introduction to Data Networks & TCP/IP<br>3 day(s) (1.8 NLUS)                         |
| ENG-404 | TCP/IP Networks: Switching<br>3 day(s) (1.8 NLUS)                                     |
| ENG-405 | TCP/IP Networks: Routing<br>3 day(s) (1.8 NLUS)                                       |
| ENG-406 | IP Network Security<br>3 day(s) (1.8 NLUS)  |
| ENG-410 | Overview of MPLS Technology<br>1 day(s) (0.6 NLUS)                                    |

|         |   |
|---------|---|
| ENG-413 | IP Network Essentials for Managers<br>2 day(s) (1.2 NLUS)                     |
| ENG-506 | Wi-Fi/WiMAX: Planning, Design & Deployment<br>5 day(s) (3.0 NLUS)             |
| ENG-507 | Fixed & Mobile WiMAX: Planning, Design & Deployment<br>5 day(s) (3.0 NLUS)    |
| ENG-510 | 4G Mobile Networks<br>2 day(s)  |
| ENG-512 | The Essentials of LTE<br>5 day(s) (3.0 NLUS)                                  |
| ENG-513 | 4G Core Network<br>3 day(s)   |
| ENG-514 | Advanced Mobile Networks: QoS, QoE & Technical Aspects<br>5 day(s) (3.0 NLUS) |
| ENG-515 | 5G and IoT<br>4 day(s)  |
| ENG-516 | Network Security Auditing<br>5 day(s)   |
| ENG-517 | 5G & IoT - A Technical and Regulatory Perspective<br>5 day(s) (3.0 NLUS)      |
| ENG-518 | 5G & IoT Technical and Regulatory Perspective (Virtual Classroom)<br>6 day(s) |
| ENG-519 | IMT 2020 Guidelines & SDN/NFV<br>3 day(s)                                     |
| ENG-520 | 5G Fundamentals for Executives (Virtual Classroom)<br>2 day(s)                |

## Finance (FIN)

|         |   |
|---------|---|
| FIN-000 | Private Training in Finance   |
| FIN-105 | Financial Modeling in Telecommunications<br>5 day(s) (3.0 NLUS)                 |
| FIN-111 | Financial Strategies & Management for Telecom Executives<br>5 day(s) (3.0 NLUS) |
| FIN-113 | IAS/IFRS in Telecommunications<br>5 day(s) (3.0 NLUS)                           |
| FIN-117 | Finance for Non-Financial Managers in Telecommunications<br>5 day(s) (3.0 NLUS) |
| FIN-118 | Management Accounting in Telecommunications<br>5 day(s) (3.0 NLUS)              |
| FIN-121 | Revenue Assurance and Fraud Management in Telecom<br>5 day(s) (3.0 NLUS)        |
| FIN-122 | Best Practices in Telecom Cost Modeling & LRIC<br>5 day(s)                      |
| FIN-123 | Best Practices in Telecom Cost Modeling & LRIC (Virtual Classroom)<br>4 day(s)  |

## Human Resources (HRM)

For more information on our training services, please contact us at [training@neotelis.com](mailto:training@neotelis.com) or consult our website: [www.neotelis.com](http://www.neotelis.com)

|         |   |
|---------|---|
| HRM-000 | Private Training in Human Resources Management                  |
| HRM-103 | Training Management & Course Development<br>5 day(s) (3.0 NLUS) |
| HRM-105 | Training & Organizational Performance: Issues & Strategies      |
| HRM-108 | Becoming an HR Business Partner<br>3 day(s)                     |
| HRM-109 | Strategic Human Resources Management<br>5 day(s)                |

## Strategy & Management (MGT)

|         |   |
|---------|---|
| MGT-000 | Private Training in Management  |
| MGT-102 | Winning Project Management Techniques<br>5 day(s)   |
| MGT-105 | Leadership: A Potential to Develop<br>5 day(s) (3.0 NLUS)   |
| MGT-116 | Analytical Skills & Logical Thinking<br>2 day(s) (1.2 NLUS)                                       |
| MGT-117 | Mastering Creative Thinking & Innovation for Business Success<br>2 day(s) (1.2 NLUS)              |
| MGT-118 | Business Influencing Skills<br>2 day(s) (1.2 NLUS)  |
| MGT-119 | Business Case Preparation & Development<br>2 day(s) (1.2 NLUS)                                    |
| MGT-122 | Prevent & Recover - Business Continuity Management<br>5 day(s) (3.0 NLUS)                         |
| MGT-125 | Emotional Intelligence<br>2 day(s) (1.2 NLUS)   |
| MGT-128 | Strategic Alliances<br>5 day(s) (3.0 NLUS)  |
| MGT-129 | Value Chain Management<br>5 day(s) (3 NLUS)   |
| MGT-131 | Analytical Thinking and Telecom Data Analysis<br>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'<br>5 day(s) |
| MGT-135 | Performance Management for Organizational Success<br>3 day(s)                                     |
| MGT-136 | Telecom Essentials (Virtual Classroom)<br>2 day(s)  |
| MGT-137 | Digital Transformation Leadership & Strategies (Virtual Classroom)<br>2 day(s)                    |
| MGT-201 | Mini MBA in Telecommunications<br>5 day(s) (3.5 NLUS)   |

|         |   |
|---------|---|
| MGT-204 | Mini MBA in Telecommunications (Virtual Classroom)<br>4 day(s) (3.5 NLUS) |
| MGT-300 | Mini MBA in Telecom Technologies<br>5 day(s) (3.5 NLUS)                   |

## Marketing & Sales (MKG)

|         |   |
|---------|---|
| MKG-000 | Private Training in Marketing   |
| MKG-102 | Call Centers & Customer Service in Call Centers<br>5 day(s) (6.0 NLUS)                    |
| MKG-104 | Best Practices in Interconnection<br>5 day(s) (3.0 NLUS)                                  |
| MKG-111 | Strategic Sales in Telecommunications<br>5 day(s) (3.0 NLUS)                              |
| MKG-114 | Best Practices in Telecom Pricing<br>5 day(s) (3.0 NLUS)                                  |
| MKG-117 | Value-Based Marketing<br>5 day(s) (3.0 NLUS)  |
| MKG-119 | Distribution Channel Strategy and Management<br>5 day(s) (3.0 NLUS)                       |
| MKG-121 | Building a Customer Focus – Contact Center Strategies & Management<br>5 day(s) (3.0 NLUS) |
| MKG-122 | CRM in Telecommunications<br>5 day(s) (3.0 NLUS)  |
| MKG-124 | Strategies to Capture Growth Opportunities in Telecom<br>5 day(s) (3.0 NLUS)              |
| MKG-125 | International Telecom Traffic Management & Roaming for Today<br>5 day(s)                  |
| MKG-126 | Commercial Strategies for Wholesale Telecom Services<br>5 day(s) (3 NLUS)                 |
| MKG-128 | Marketing, Product & Pricing Management in Telecom  |
| MKG-130 | Data Analytics for Telecom Marketing<br>5 day(s)  |
| MKG-131 | Strategy and Management of Customer Experience in Telecom<br>5 day(s)                     |

## Policies & Regulations (REG)

|         |   |
|---------|---|
| REG-000 | Private Training in Regulation & Policy   |
| REG-102 | Spectrum - Managing a Scarce Resource for Maximum Impact<br>5 day(s) (3.5 NLUS) |
| REG-106 | Effective Telecom Competition: Finding a Balance<br>5 day(s) (3.0 NLUS)         |
| REG-107 | Strategic Regulatory Affairs & Compliance in Telecom<br>5 day(s)                |
| REG-108 | Telecom Regulation for Today - Adapting to Change<br>5 day(s) (3.0 NLUS)        |

|         |  |
|---------|--|
| REG-109 | Best Regional Practices Workshop for Middle East Regulators<br>5 day(s)                      |
| REG-110 | Best Regional Practices Workshop for Caribbean Regulators<br>5 day(s) (3.0 NLUS)             |
| REG-111 | Telecom Regulation for Today - Adapting to Change (Virtual Classroom)<br>4 day(s) (3.0 NLUS) |