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013: Mini-MBA in Telecommunications - 6.0 CEUs

CEU: 6.0 **Duration:** 16hours 30minutes **Tuition:** $5,700



Teachers:

- Nelson Ilodigwe PhD. (Dr. Ilodigwe holds a B.A. in Political Science and an M.P.A. in Public Administration from Texas Southern University, and a Ph.D. in Management and Organizations from the University of California, Los Angeles (UCLA).)

Course Topics:

- Technology/Technologies
- 21st Century

Program Locations & Dates:

- Houston, TX USA: May 4-15
- Dubai, UAE: Oct 5-16
- Houston, TX USA: Oct 19-30

Program Tags:

- Telecommunication

About Course

This Mini-MBA course is designed for mid to senior-level professionals in the telecom industry who want to sharpen their leadership, strategy, and operational skills. It offers a clear and practical understanding of global telecommunications management, trends, and best practices. Whether you're managing teams, shaping policy, or guiding growth, this course helps you make confident decisions and drive success in a fast-changing digital world.

Course Overview

An intensive two weeks Mini-MBA to equip participants with the cross-functional knowledge, skills, tools and techniques to excel in telecommunications management. The telecommunications industry is becoming ever more global and competitive. Success in telecom requires sharp, business-savvy management teams and adherence to sound business management principles.

The Mini-MBA in Telecommunications offers a comprehensive business look at the core areas necessary for personal and organizational success in telecommunications. The program offers participants an opportunity to further master the management and business skills relevant to today’s telecommunications industry.

Through lectures, functional-area case studies and an ongoing comprehensive case competition tying together all functional areas, the Training Program ensures that participants understand key business practices and develop their managerial skills to reach personal goals and increase their contribution to the success of their organization.

Course Objectives

Provide participants with the cross-functional knowledge, managerial and commercial skills to increase their performance in meeting their professional responsibilities.

- Equip participants with tools and techniques to face the challenges of the new telecommunications environment
- Improve the competence, efficiency and effectiveness of participants as telecommunications managers and leaders
- Expose participants to key telecommunications management concepts and issues
- Improve the strategic thinking and decision-making abilities of participants

Course Outline

- Introduction of Mini-MBA in Telecommunications
- Global and competitive telecommunications environment
- New technologies and service offerings
- Functional-area case #1
- Functional-area case #2
- Current issues in regulation and competition
- Functional-area case #3
- Network planning and management
- Marketing and customer care management
- Functional-area case #5
- Human resources management
- Financial management
- Management and leadership

What Will You Learn?

- Gain a solid understanding of global telecommunications trends and markets
- Enhance strategic thinking and leadership skills for telecom environments
- Explore modern technologies and their impact on service delivery
- Understand key functional areas like marketing, finance, and HR in telecoms
- Learn how to navigate regulatory and competitive industry challenges
- Develop decision-making skills through real-world telecom case studies

Why This Course Matters

Anastasia Mikhailova
Telecom Policy Advisor, Russia
"This Mini-MBA was incredibly helpful in deepening my understanding of telecom regulations and leadership. It gave me tools I now use every day."

Ricardo Almeida
Senior Telecom Manager, Brazil
"The program covered everything from network planning to marketing strategy. I've returned to my team with renewed clarity and confidence."

Janet Nabwire
Telecom Strategy Lead, Uganda
"What stood out for me was how practical the course is. It helped me rethink how we manage telecom operations and lead innovation at scale."

Course Content

Module 1: Foundations of Telecom Management
Understand the structure, challenges, and evolving landscape of the telecom industry.

- **Introduction to the Mini-MBA in Telecommunications**
- **Overview of the global telecom ecosystem**
- **Emerging trends and competition in telecom**

Module 2: Strategic Thinking and Innovation
Explore strategic models and innovative approaches that drive telecom growth and leadership.

- **Strategic tools for telecom leaders**
- **Case study: Innovation in telecom services**
- **Aligning innovation with market demand**

Module 3: Operations, Technology & Network Management
Deep dive into technical, network, and operational management in a telecom setting.

- **Network planning and infrastructure trends**
- **Technology-driven service management**
- **Performance and quality assurance systems**

Module 4: Financial and Regulatory Insights
Gain financial acumen and understand regulatory dynamics that affect telecom organizations.

- **Telecom finance fundamentals and KPIs**
- **Cost control, budgeting, and investment**
- **Regulation and competition frameworks**

Module 5: Leadership, Marketing & Customer Engagement
Focus on people, leadership development, and customer-centric strategies in telecom.

- **Leadership and team development in telecom**
- **Customer care management strategies**
- **Marketing telecom products and services**

Target Audience

Mid to senior-level telecommunications managers, directors, commissioners, board members looking to increase their personal and professional success by gaining an excellent understanding of global telecommunications management.

Certificate of Completion

Participants who successfully complete the Mini-MBA in Telecommunications will receive a Certificate of Completion. This certificate acknowledges your enhanced understanding of global telecommunications management and your commitment to professional development in a fast-evolving, competitive industry. It serves as a mark of achievement and readiness to lead with confidence, apply advanced strategies, and make informed decisions within the telecommunications sector.

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