

MBA WITH SPECIALIZATION IN TELECOM MANAGEMENT

2 years, full-time and residential



FOCUS AREAS

- ▶ Telecom Business Management
- ▶ ERP in Telecom Industry
- ▶ Telecom Network Management & Securities
- ▶ Value Added Services in Telecom
- ▶ Telecom Standards, Policies & Regulations

“Telecom technology wars have diminished in importance with increased standardization over IP, while the war for users is just heating up.” IDC Report

Telecommunication markets are being revolutionized by the rapid adoption of Internet Protocol (IP)-based networks, broadband and wireless technologies and by the convergence of previously distinct voice, data, and video networks. Over the past two decades, most worldwide telecommunications markets have completed the transformation from monopoly to competition. The innovative telecom technologies and services coming into the market can provide significant benefits to consumers and businesses. Service providers are operating in a fast-changing environment driven by technology, competition and regulatory change. End users are demanding fast, personalized, easy-to-use communications. Worldwide telecommunications and communications equipment market forecast indicate strong growth in existing markets of US \$298 billion in 2007 and are anticipated to reach \$630 billion by 2012. Key needs for telecommunication operators are higher volumes and new services to sustain revenue growth and improved cost efficiency to protect margins. Along with thorough insight about the markets and its inherent dynamics, today's business decision-makers need also to be abreast with the latest events in their area of operation as they face unprecedented challenges created by extremely competitive environment. There is tremendous competition between existing and new telecom service providers. This is due to incumbents trying to retain their market share while new players are aggressively pursuing higher market share. In order to be commercially viable, both incumbent carriers and new entrants are making efforts to out pace competition by diversifying into innovative value added services, trying innovative strategies and applying innovative business models, while other carriers are moving towards high growth developing markets of Asia, Africa and Latin America with the help of mergers and acquisitions. There are many questions that need answers, which technologies and platforms should be supported and when? What features and types of solutions should be added and when? Which product lines be consolidated or vertical be looked upon? How solution providers position themselves? How to bill consumers for them? And how to regulate an environment where telecom, computing and broadcasting are all combined on one platform. This MBA Degree program is devised to prepare the students to handle such challenges and more in the fastest growing networking and telecom industry. The program provides comprehensive, theoretical, practical and real life knowledge associated with telecom business as demanded by the industry today and for the future.

ELIGIBILITY

- Graduates with a BE / B Tech in Electrical / Electronics / Communication / Information Technology / Computer Science / Instrumentation or MSc / BSc in Computers / Electronics / Physics, MCS / BCS, MCA / MCM or equivalent (with minimum aggregate 55% marks or equivalent grades)
- Basic knowledge of data communication, networking, and programming is desirable.

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COURSE STRUCTURE

SEMESTER	CODE	COURSE NAME	CREDITS*
SEMESTER I			
	MBM-003	Principles of Management	3
	MBM-006	Organization Behavior	3
	MBM-008	Financial Statement Analysis	3
	MBM-009	Business Statistics	3
	MBM-014	Database Technologies	2
	MBM-027	Data Communication and Networks	2
	MBM-028	Introduction to Telecom Technologies	2
	MBM-004	Management Information Systems	3
	MBM-001	Soft Skills Development-I	3
		Total	24
SEMESTER II			
	MBM-007	Managerial Economics	3
	MBMI-001	Enterprise Resource Planning-I	3
	MBM-010	Human Resource Management	3
	MBM-016	Corporate Financial Management	3
	MBM-005	Marketing Management	3
	MBMI-015	Wireless Technologies	2
	MBMI-016	Principles of Broadband Technologies	3
	MBM-012	Research Methodology	3
	MBM-002	Soft Skills Development-II	3
		Total	27
SEMESTER III			
	MBMP-003	Internship	6
	MBM-013	Quantitative Techniques	3
	MBMI-002	Enterprise Resource Planning-II	3
	MBM-029	Telecom Standards, Policies and Regulations	2
	MBM-030	Convergence of Telecom Networks	2
	MBM-031	Telecom Business Management	3
	MBM-032	Quality Management Systems	2
	MBM-033	Value Added Services in Telecom	2
		Total	23
SEMESTER IV			
	MBM-014	Business Ethics and Corporate Social Responsibility	2
	MBM-034	OSS & BSS	2
	MBM-035	International Business and Marketing for Telecom	2
	MBM-036	Telecom Project Management	2
	MBMP-004	Project	6
		Total	14
Total Credits			88

Delivery of an elective will be subject to availability of domain expert / faculty as well as minimum number of students for that particular elective