230380 - TM - New Telecom Markets

Coordinating unit: 230 - ETSETB - Barcelona School of Telecommunications Engineering
Teaching unit: 739 - TSC - Department of Signal Theory and Communications
Academic year: 2020
Degree: MASTER'S DEGREE IN ADVANCED TELECOMMUNICATION TECHNOLOGIES (Syllabus 2019). (Teaching unit Optional)
MASTER'S DEGREE IN TELECOMMUNICATIONS ENGINEERING (Syllabus 2013). (Teaching unit Optional)
ECTS credits: 3  Teaching languages: English

Teaching staff
Coordinator: Jofre Roca, Luis
Others: Elías Fuste, Antonio

Opening hours
Timetable: Mondays, 9:00 am to 11:00 am
            Wednesdays: 2:00pm to 4:00 pm

Prior skills
Knowledge on Telecommunications Sciences and Technologies

Degree competences to which the subject contributes

Transversal:
CT1a. ENTREPRENEURSHIP AND INNOVATION: Being aware of and understanding how companies are organised and the principles that govern their activity, and being able to understand employment regulations and the relationships between planning, industrial and commercial strategies, quality and profit.
CT4. EFFECTIVE USE OF INFORMATION RESOURCES: Managing the acquisition, structuring, analysis and display of data and information in the chosen area of specialisation and critically assessing the results obtained.
CT5. FOREIGN LANGUAGE: Achieving a level of spoken and written proficiency in a foreign language, preferably English, that meets the needs of the profession and the labour market.

Teaching methodology
- Lectures with Class Discussions
- Applied Exercises Based on Class Discussions
- Individual and/or Homework (distance)
- Problem Solving Oriented Mid and Final Term Exercises

Learning objectives of the subject
To understand and manage the main technological challenges and economic parameters of the relevant Telecommunication (Telecom) markets in the framework of the more general Information and Communication Technologies (ICT). Specific aspects to be developed are:
- Ability to apply the knowledge of the general and differential technological and business characteristics of the Telecom & ICT sectors
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- Ability to analyze the critical parameters and challenges of the European and worldwide major Telecom& ICT players
- Ability to understand and manage the strategy and evolution of the Telecom & ICT sector in terms of existing and emerging technologies and markets
- Ability to practically approach and forecast some of the more relevant transversal Telecom& ICT sectors and vertical markets

<table>
<thead>
<tr>
<th>Study load</th>
<th>Hours large group:</th>
<th>15h</th>
<th>20.00%</th>
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<tbody>
<tr>
<td>Total learning time:</td>
<td>Hours small group:</td>
<td>9h</td>
<td>12.00%</td>
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<td>Self study:</td>
<td>51h</td>
<td>68.00%</td>
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## Content

### Part I. Telecom and Information and Communication Technology Markets

<table>
<thead>
<tr>
<th>Description:</th>
<th>Learning time: 36h</th>
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<tbody>
<tr>
<td>1. Introduction to the Telecom and ICT sectors.</td>
<td>Theory classes: 12h</td>
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<td>2. Significant worldwide global Telecom and ICT companies:</td>
<td>Self study: 24h</td>
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<tr>
<td>3. The European Telecom and ICT sector: value added, employment and R&amp;D</td>
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### Part III. Telecom and ICT Industry

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<thead>
<tr>
<th>Description:</th>
<th>Learning time: 60h</th>
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<tbody>
<tr>
<td>4. Telecom and ICT Business Strategy</td>
<td>Theory classes: 20h</td>
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<td>5. Enabling Technologies.</td>
<td>Self study: 40h</td>
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<td>6. Competition, Structures and Regulations</td>
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<td>7. Networks operation, strategy and economics</td>
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<td>8. Costumers and marketing</td>
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### Part III. Case Study of Selected Existing and Emerging Telecom and ICT Relevant Areas

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<tr>
<th>Description:</th>
<th>Learning time: 29h</th>
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## Qualification system

- Applied In-class Exercises Based on Class Discussions: 20%
- Homework Exercises: 40%
- Problem Solving Oriented Mid and Final Term Exercises: 40%
Bibliography

Basic:


