

Post Graduate Program in Telecom Management

Eligibility:

Any Graduate or Engineering Diploma Holders from a recognised University or Institution.

Duration:

11 months

Admission Procedure:

Direct admissions are available on first come first serve basis

Fee Structure:

•Sunday Batch: ₹ 70,000/- + Service Tax

•Monday to Wednesday Batch: ₹ 70,000/- + Service Tax

Course Structure:

Perspective Management, Services Marketing Management, Operations Management, Financial Management, Human Resource Management, Telecom Overview, Value Added Services (VAS), Billing System, Product Services, Planning Networks, Planning and Scheduling, Network Management.

Certificate in Telecom Marketing & Management

Eligibility:

Any working professional or 12th Science Pass or 10 + 2 (ITI/MCVC)

Duration:

3 months

Admission Procedure:

Direct admissions are available on first come first serve basis

Fee Structure:

•Sunday Batch: ₹ 21,600/- + Service Tax

•Monday to Wednesday Batch: ₹ 21,600/- + Service Tax

•Crash Course*: ₹ 21,600/- + Service Tax

Course Structure:

An overview of Telecom Industry, An Introduction of telecommunication Technology, Principles of Management, Market study in Telecom sector, Telecom System in India, Principles of Sales and Marketing, Concepts of Mobile Technology, Call processing, Billing System

*Crash Course - 12 days

Timings for PGPTM and CTMM

Sunday 9am to 6 pm • Monday to Wed 6.30 pm to 8.30 pm.

Rankings & Recognitions



Welingkar is ranked 8th in West Region, 10th in Intellectual Capital, 11th in Industry Interface & 17th in Placements

Source: Business World Magazine - B School Ranking 2012



Ranked 10th amongst Top Private B-Schools in India & 8th in International linkages.

Source: CNBC-TV18's 'The A-List of B-Schools'



Winning combination all the way...



Telecom Management Programs for Professionals

Post Graduate Program in Telecom Management (PGPTM)

Certificate in Telecom Marketing & Management (CTMM)



Prin. L. N. Welingkar Institute of Management Development & Research

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MTNL - CETTM

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*Imp: The change to WeSchool is only change in the brand identity, to reflect the philosophy of change and represent the multiple campuses that Welingkar has. The legal entity of the institute remains unchanged as Prin. L. N. Welingkar Institute of Management Development & Research.

connect with us on



The MTNL-CETTM Edge

Centre for Excellence in Telecom Technology & Management
(An ISO 9001:2008 Certified Institution)

MTNL-CETTM, a place to encounter enlightened erudite at every step, the brain child of MTNL nestles amidst vibrant & variegated Hiranandani Gardens, Powai.

Established as state of the art training center, it is renowned for its prowess in providing technical & managerial training to motley of corporate. The center caters to the ever changing needs of the Telecom & ITES sector.

MTNL-CETTM has constantly raised its benchmarks & broadened its boundaries by training thousands of candidates across the globe.

MTNL-CETTM is in possession of the most adept & accomplished faculty, who justify their presence at this edifice. The faculties here are armed with years of field experience & expertise that supports their theoretical knowledge in every context. The center offers an assortment of courses on MPLS, NGN, 3G UMTS, IN-VAS, OFC, IPV6, CCS#7, Broadband (ADSL), RHCE, Oracle, Java to name a very few.



Address from the Chairman & Managing Director



India today is the fastest growing telecom market in the world. A thriving telecom industry have a large positive impact on many other elements of the electronics manufacturing value chain, apart from generating other benefits like additional employment.

MTNL who has been a pioneer in introducing new technologies, has again taken the lead and partnered with Welingkar Institute of Management one of the TOP Management Institutes, to provide a platform for the telecom professionals aspiring for their growth and empower them to face the modern day challenges and cater to the present and future needs of the telecom industry. Initially, two courses namely, Post graduate Program in Telecom Management (PGPTM) and Certificate in Telecom Marketing and Management (CTMM) have been

designed to meet the need of the hour, individual as well as organizational. These courses will make the professionals well equipped in the latest telecom techniques and efficiently manage the services with equal confidence.

Shri. A. K. Garg
Chairman & Managing Director, MTNL

Address from the Executive Director's Desk



The present era has seen a tremendous growth in Telecom Scenario with the liberalisation of the Telecom Industry. The focus has shifted from the service based Market to the Customer based Market. The need of the hour is professionals, who would make believe that the matrix of changes in the information industry are here to stay. Techno-managers are people who can blend technology and management and apply it to business to run it efficiently and undoubtedly.

This joint Program in Telecom Management is an answer to all such necessities in the industry. These courses provide a platform for all the graduates irrespective of their field to add a winning edge to their career.

Shri. Peeyush Agrawal
Executive Director, MTNL

The Welingkar Edge

Prin. L. N. Welingkar Institute of Management Development & Research

WeSchool is a part of the 150 year old Shikshana Prasarak Mandal, which has 43 prominent institutions across the country under its purview and focus on giving a new dimension to Business Studies.

With a strong educational legacy of over thirty years, WeSchool offers a lot more besides a well-rounded educational experience to its students. It believes in the excellence of the quality of education relevant to the current times. WeSchool's attention and speed of response to the needs of the industry and student community is what has catapulted it as and among the leading Business Schools in India and in South East Asia.

WeSchool is committed to producing outstanding managers with broad based knowledge, analytical ability, team experience and critical interpersonal skills necessary to meet today's and tomorrow's management challenges.

At WeSchool, we ensure that the education imparted is beyond text books and has a meaningful role to play in the life of our students. The curriculum is designed and updated regularly by our faculty along with experienced practicing managers, who take special care to keep it application oriented.



Address from the Group Director



WeSchool has a long-standing tradition of offering futuristic educational programmes to meet the needs of various sunrise sectors and domains like e-Business, Retail, Innovation, Healthcare and Rural business. We are excited to tie-up with MTNL to introduce programmes that will fulfill the gap between the demand for trained personnel and the existing pool of talent to augment the Telecom industry. Both WeSchool and MTNL-CETTM are well equipped with outstanding faculty, who nurture a reputation for scholarly achievement and are dedicated to the teaching – learning – research process. Together, we offer you an invaluable access to a network of students, alumni, faculty and telecom professionals, which can be very useful in developing your career path. I welcome you to undergo an intensive, developmental experience that will stimulate your

intellectual and personal growth.

Prof. Dr. Uday Salunkhe
Group Director
Prin. L. N. Welingkar Institute of Management Development and Research

Rationale

PGPTM -Post Graduate Program in Telecom Management (PGPTM)

The Telecom sector has been growing both in volume and diversity. There is growing need for qualified and trained management personnel to develop and innovate the business to put the latest technologies to applications in demand by consumer. The course is aimed at providing combination of the processes, characteristics and technology with management concepts and applications. Emphasis will be laid in the syllabus on modern techniques and those yet to come and get popular of consumer level, drawing exposure to understand and arrive at strategic application to turn technology into business.

Certificate in Telecom Marketing & Management (CTMM)

A comprehensive course on the telephone network, telecom equipment, the telecom industry, digital transmission systems and services, including an overview of wireless and cellular technology. It is a short duration certificate program which will offer the modern developments in the telecom sector in a nutshell.

Career Scope:

The employment opportunities are:

- Nowadays telecom management system is the fastest growing system in India
- In telecom manufacturing and marketing companies
- In companies in installation, commissioning, maintenance of telecom equipment and infrastructure
- As an entrepreneur in single person owned business of telecom marketing, sales, and distribution is in existence for long and has excellent opportunities.