



## Leadership, Innovation, and Technology

### PROGRAM OVERVIEW

Are you able to make decisions regarding technology and applications with confidence? Do you wish you were more confident so that you could make better decisions?

Future decision makers must have the technological know-how to spur innovation because today's telecom consumers want it all: seamless access to calls, messages, the Internet, and entertainment—from home, work, and on the road. New technologies are being deployed to deliver these services, and you must understand the technologies in order to motivate others to create innovative services based on these technologies. In addition, new and unanticipated players are aggressively courting consumers and businesses away from traditional telephone company services. For example, voice is no longer a phone company monopoly; it is merely an application offered by numerous providers. The successful provider must continue to counter service erosion with new services that meet market demands.

Our program addresses these issues and more. It has five primary objectives.

- Provide the network vision for delivering a new service, given a description of the service.
- Anticipate the changes the current network will require as the technologies and applications evolve.
- Apply technology to deliver services and/or achieve operational efficiency.
- Differentiate your Ethernet, IP, VoIP, and television services from competitive offerings available from other providers.
- Make informed and defensible decisions about the deployment of future network technologies.

Our creative approach to leadership development uses an online, collaborative environment that spans the physical boundaries of the corporation. Participants are not tied to a classroom or removed from their jobs for the entirety of the program. The seven modules in this program include formal education as well as exploratory learning exercises; the focus is on technology, applications, competition, and the role of the market.

#### About Hill Associates, Inc.

At Hill Associates, we excel at creating custom talent development programs. Our experts help identify and assess your needs, and create training and educational programs that exactly meet those needs. Though we specialize in information technology, we've strengthened companies and organizations in a wide range of industries for over 25 years. Let us help you create a world-class talent development program that moves your business forward.

### SAMPLE PROGRAM OUTLINE

#### Session 1: Telecom Technologies Today (classroom or webinar)

- Contemporary network services
- Network architectures
- IP network issues

#### Session 2: IP Networking Research Projects (online course)

- Team-oriented research projects
- Topics chosen from real company challenges

#### Session 3: Access Networks (classroom or webinar)

- Fiber networks
- Ethernet
- DSL technology
- Wireless

#### Session 4: Access Networks Research Projects (online course)

- Individual research projects

#### Session 5: MPLS and VPNs (classroom or webinar)

- Multiprotocol Label Switching
- Virtual private networks

#### Session 6: The Competition (online course)

- Market analysis research projects

#### Session 7: The Applications (classroom or webinar)

- Voice over IP
- Video delivery and management
- Security and mobility