



# *Transition Strategies for Telecom Operators*

## PROGRAMME CERTIFICATE

*Pablo G Paez*

*Has successfully participated in, and concluded above-mentioned Advanced International  
Training Programme corresponding to 200 contact hours.*

**DATE** 2005-12-01

Programme Contents:

Telecom market analysis, methods, and models  
Business principles, business risk, and decision management  
Telecom business simulation  
Business strategies applied on the telecom market  
Business development, due diligence, mergers, and acquisitions  
Telecom sector development, digital divide and governance  
Preparation and presentation of reports related to market analysis, business plans, and business development

*Ronneby, Sweden December 1, 2005*

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*Lars Haikola, Vice-Chancellor,  
Blekinge Institute of Technology,  
Sweden*

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*Jens Karberg, ITP Programme Manager  
Swedish International Development  
Cooperation Agency, Sweden*