Executive Education
2010
An international center of excellence

Athens Information Technology (AIT) is a non-profit center of excellence for research and graduate education in the fields of information technology, telecommunications, electronics, and management. AIT was established in 2002 by the INTRACOM Group to foster development in the areas of knowledge and innovation.

High-caliber academic staff

AIT operates independently and its programs and activities are determined by international academic and research criteria. Since its foundation, Athens Information Technology (AIT) has grown rapidly. Its momentum is best demonstrated through its expanding and diverse portfolio of graduate degrees, research activities, and executive training programs, positioning it to become a leading regional institution. An Academic Council of internationally renowned scientists plays an influential role in shaping the academic identity of the center and is supported by AIT’s high-caliber, exceptionally distinguished faculty, recognized for their academic achievements and commitment to excellence.

The Academic Council:

Prof. Anthony G. Constantinides - Electrical and Electronic Engineering, Head, Communications & Signal Processing Group, Imperial College Prof. Christos C. Halkias - Dean, Athens Information Technology Prof. Pradeep Khosla - Dean, Carnegie Institute of Technology, Philip and Marsha Dowd Professor of ECE and Robotics, Co-Director, CyLab Prof. Dr. Kurt Melhorn - Director, Max-Planck-Institut for Computer Science Prof. Max Nikias - Dean, School of Engineering, University of Southern California Prof. Yuri S. Osipov - President, Russian Academy of Sciences Prof. Chistos Papadimitriou - Chairman, EECS

Prof. Dimitris Pavlidis - Department of Electrical Engineering & Computer Science, University of Michigan Prof. John G. Proakis - Department of Electrical and Computer Engineering, Northeastern University Prof. Jeffrey D. Ullman - S. W. Ascherman, Professor of Engineering, Department of Computer Science, Stanford University Prof. Reijo Vihko - President, Academy of Finland

World-class postgraduate education

The continued success of the Master of Science in Information Networking (MSIN) program, offered in partnership with the world-renowned US academic institution Carnegie Mellon University, has greatly added to AIT’s regional and international prestige and role in this field. The addition of the Master of Science in Information & Telecommunications Technologies (MSIT) and the Master of Science in Management of Business, Innovation & Technology (MBIT) have increased AIT’s already culturally diverse student body. To date, AIT has granted more than 250 scholarships to students from over 20 countries.

Special training programs

AIT’s courses have expanded to include executive training programs offered in collaboration with Harvard University’s John F. Kennedy School of Government to address the importance of leadership, negotiation, conflict resolution, and strategic management. Summer School programs substantially enrich the participants’ backgrounds with knowledge and skills in the areas of engineering, technology, management, and innovation.

Advanced research

AIT’s research activities and resolute commitment to technological innovation and education have enabled AIT to forge links with internationally recognized institutions, including Carnegie Mellon
University, Imperial College, the National Technical University of Athens, Queen Mary University, University of Catalonia and Oxford University, among others. These high-level partnerships have enhanced AIT’s recognition in the wider academic and scientific community.

AIT collaborates with international scientific/research centers such as: Demokritos, INRIA, IRST, EPFL, Fraunhofer and the research and development departments of large industries, such as IBM, INTEL, SUN, INTRACOM, among others.

The core areas of AIT’s research are:

- Autonomic and grid computing
- High-speed networks and optical communications
- Broadband wireless and sensor networks
- Software engineering and web applications
- Algorithms and security
- Embedded Systems

Research activities and achievements are measured against a set of widely recognized academic criteria and appear in an extensive list of publications and presentations.

International Summer Schools: An alternative approach to learning

Since 2005 AIT has organized annual international summer seminars on key technological and scientific issues. The Summer Schools significantly benefit students by exposing them to the latest advances in computing, networking and telecommunications and are invaluable assets for:

- Developing a basic knowledge of ICT’s key elements
- Identifying areas for research, academic interest, and competitive advantage in the emerging ICT era
- Understanding technology directions that can impact career related choices

The Summer Schools offer a balanced mix of courses, laboratory activities, and social events, as well as visits to companies and corporations.
Master Programs

Education at AIT is multidimensional. It centers around the areas of information networking, information technologies, telecommunications and technology and innovation management. Through superior teaching and state-of-the-art facilities, AIT provides an exciting and innovative academic environment and offers the following top-level graduate programs:

MSc in Information Networking - MSIN

- Carnegie Mellon’s unique 16-month interdisciplinary program
- Addressed to graduates of Computer Science, Computer and Electrical Engineering
- Duration: 16 months full-time, 32 months part-time
- Curriculum:

<table>
<thead>
<tr>
<th>Courses</th>
<th>Fall Semester</th>
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<td>Core</td>
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<td>Information Systems Modeling</td>
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<td>Graduate Project</td>
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<td>Packet Switching and Computer Networks</td>
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<td>Fundamentals of Embedded Systems</td>
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<td>Policies of Wireless Systems and the Internet</td>
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<td>Digital Communications</td>
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<td>Programming Languages</td>
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<td>Elective</td>
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<td>Special Topics on Communications &amp; Networking</td>
<td>Strategy &amp; Management of Technological Innovation</td>
<td>Digital Communications and Signal Processing Systems</td>
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<td>Special Topics on Dependable Systems</td>
<td>Multimedia Communications: Coding, Theory and Networking</td>
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<td></td>
<td>Special Topics on Applied Cryptography</td>
<td>Telecommunications, Technology Policy and Management</td>
<td>Independent Study</td>
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</tbody>
</table>

MSc in Management of Business, Innovation & Technology - MBIT

- A unique techno-economic program offering the necessary background and skills for a successful international professional career in the ICT Industry
- Addressed to professionals with at least two years of working experience in the ICT Industry
- Duration: 12 months full-time, 24 months part-time
- Curriculum:

MSc in Information & Telecommunications Technologies - MSITT

- A specialized academic program, providing the training and knowledge to meet the increasing demands of the high-tech labor market
- Addressed to graduates of Computer Science, Telecommunications, Physics, Applied Maths, Electronics and other science related fields
- Duration: 12 months full-time, 24 months part-time
- Curriculum:
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- Duration: 12 months full-time, 24 months part-time

Note: All the above courses may be offered independently to corporate partners
AIT interfaces with the industry through its Business Services. AIT offers its public and private partners a dynamic and flexible structure allowing the initiation and management of projects and activities linked to academic expertise on information and communication technologies and innovation management.

At AIT we recognize that trainees come to us with skills in hand and plans in mind. Executive Education Programs participants learn business practices and the underlying technology that makes them work. They have access to the latest business concepts before they hit the marketplace, preparing them to identify and capitalize on opportunities.

Executive Education ranges from
- Open enrolment Professional Education Programs, announced during Spring and Fall semesters
- Commercial and Contractual Training Outsourcing: to support products, services, projects
- Tailored Executive Training, designing programs and support services to meet your needs
- Accredited Training Programs
  IT Service Management & Governance
  ITIL, ISO 20K, CobiT, Certifying Bodies Exin ISACA, ItSMF, AIPMM
- CISCO, SUN, MICROSOFT Training Courses

Conferences, Fora and Workshops at AIT
- The Art and Science of Negotiation is designed to benefit upper-middle and senior managers and professionals in the public and private sectors who face significant change and transition in their workplace and/or societies, and who would like to enhance their influence both internally and externally. Individuals in all functional areas of responsibilities and all industries will benefit from this program. Professor Brian Mandell, Director of the Kennedy School Negotiation Project at Harvard University, January 2009.

- The 11th International Conference on Optical Networking Design and Modeling - (ONDM)
  The ONDM conference is a major event in the area of optical networking addressing recent advances in the design, modeling and implementation of optical networks.

- AIT Annual Forum on Broadband Wireless Access: WiMAX and the Road to Broadband Wireless Access:
  - WiMAX Technology Roadmap & Vendor Solutions
  - Network Deployment Scenarios
  - WiMAX Services & Market Status
  - Techno-Economics & Business Models
  - Policy & Regulation issues

- PRACSE: AIT Annual Workshop on PRactical AspeCts of Security
  - PRACSE 2008-INA 4th Regional Electronic Security Forum, Thessaloniki
  - PRACSE 2007-keynote speaker: Prof. Bart Preneel
  - PRACSE 2006-keynote speaker: Philip R. Zimmermann - Creator of PGP

Research for your business or sector by an AIT graduate student

Knowledge Transfer Partnerships
that provide your company with the dedicated expertise of one of our graduates to help you realize a major project

Career Office:
- Recruit a MSIN, MSITT or MBIT graduate. Our graduate combines academic rigor with practicality and ICT expertise
- MSc projects offering your organization high quality consultancy
- Internships

Reserving state-of-the-art facilities at competitive values
- Amphitheaters
- Labs
• Tailored Executive Training

Flexible, Personalized, Confidential, Job-related, Cumulative
The people inside your company are your most valuable resource. The organization’s human capital is the sum of the knowledge, attitude, and competencies of its people.

The AIT approach to custom learning is based on understanding both the strategic aims of your business and the real needs of its people, teams and systems, in order to deliver practical solutions that directly contribute to the growth of the company. Executive education programs now occupy a strategic role. AIT programs are focused on transforming management and technology into an instrument of change.

We challenge assumptions and always search for better answers. We teach executives a framework for generating the best technology solutions and applying them effectively. Whether our custom learning initiatives focus on strategic alignment, leadership development, action learning, change management, or any other area of performance, one outcome is certain: participants will emerge as better thinkers, with a firm grasp on applying tested concepts and technology aspects to the issues at hand.

• Accredited Training Programs
in collaboration with Quint Wellington Redwood

Quint is a global organization that has specialized in IT Management Consulting, Education and Measurement solutions for over 15 years and teaches over 17,000 professionals per year. Quint trainers have proven to achieve the best exam pass rates and have extensive practical experience on the topics they teach as consultants. Quint administered the first ITIL v3 Foundations training/exam in the world for a Fortune 100 company.
Executive Training

• Open Professional Education Programs

<table>
<thead>
<tr>
<th>Professional Education Program</th>
<th>Dates</th>
<th>Duration(hours)</th>
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</thead>
<tbody>
<tr>
<td>- Advanced Java Programming - SL275 Certification</td>
<td>January 25-29</td>
<td>40</td>
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<tr>
<td>- B2B Telecom &amp; IT Sales</td>
<td>January 27-29</td>
<td>18</td>
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<tr>
<td>- Java Programming Workshop SL 285 Certification</td>
<td>February 1-5</td>
<td>40</td>
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<tr>
<td>- Project Management - PMI Methodology</td>
<td>February 8-10</td>
<td>24</td>
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<tr>
<td>- e-tutor</td>
<td>February 5 &amp; February 11</td>
<td>15</td>
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<tr>
<td>- Smart Buildings Applications: Technology &amp; Services</td>
<td>February 8-10</td>
<td>18</td>
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<tr>
<td>- Certified Ethical Hacking</td>
<td>February 22-27</td>
<td>38</td>
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<tr>
<td>- ITIL v3 Foundation Course Wall Str Simulation</td>
<td>February 17-19 &amp; June 2-4</td>
<td>24</td>
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<tr>
<td>- Telecommunications and IT Management</td>
<td>March 1-3</td>
<td>18</td>
</tr>
<tr>
<td>- Open Source Web Applications Development - FJ-310 Certification</td>
<td>March 8-12</td>
<td>40</td>
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<tr>
<td>- Telecommunications and IT Industry - RFP Process</td>
<td>March 10-12</td>
<td>24</td>
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<tr>
<td>- Wireless Local Area Networks (WLANs) using 802.11 (WiFi) standards</td>
<td>March 15-17</td>
<td>18</td>
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<tr>
<td>- Presentation Skills</td>
<td>March 17-19</td>
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<tr>
<td>- The Art and Science of Negotiation</td>
<td>April 14-16</td>
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<tr>
<td>- Certified Scrum Master: Agile/XP principles and practices</td>
<td>April 19-20</td>
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<tr>
<td>- Strategic Marketing of Technology Services &amp; Products</td>
<td>April 19-21</td>
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<tr>
<td>- Unified Modeling Language</td>
<td>April 19-21</td>
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<tr>
<td>- PMP – Certification Exams Preparatory Program</td>
<td>April 19-23</td>
<td>40</td>
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<tr>
<td>- Management of Information Systems-MIS</td>
<td>April 26-28</td>
<td>18</td>
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<tr>
<td>- Project Management – PMI Methodology</td>
<td>May 10-12</td>
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<td>- ICT Convergence</td>
<td>May 12-14</td>
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<tr>
<td>- J2EE Overview</td>
<td>May 12-14</td>
<td>15</td>
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<tr>
<td>- Cryptography: Data and Network Security</td>
<td>May 13-14</td>
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<tr>
<td>- Techno-economic Analysis for Broadband Networks+ Lab</td>
<td>May 17-19</td>
<td>24</td>
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<tr>
<td>- Cooperative Communications and Distributed Antenna Arrays</td>
<td>June 7-9</td>
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<tr>
<td>- Enterprise JAVA for Managers</td>
<td>June 17-19</td>
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<tr>
<td>- Simulation techniques and software tools for performance evaluation of data networks</td>
<td>June 18-21</td>
<td>24</td>
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<tr>
<td>- LTE vs WiMAX: the 4G Rivalry</td>
<td>July 1-2</td>
<td>18</td>
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<tr>
<td>- Certified Product Manager</td>
<td>July 5-7</td>
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<tr>
<td>- Telecoms for non Engineers</td>
<td>July 7-9</td>
<td>24</td>
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<tr>
<td>- Enterprise JAVA for Developers &amp; Architects</td>
<td>July 7-9</td>
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<tr>
<td>- Certified Product Marketing Manager</td>
<td>July 8-10</td>
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Indicative list of available courses

Combined Courses: Management and Technology
Creating & Capturing value in the Converging ICT Industry
Telecommunications and IT management
Management of Information Systems (MIS)
Supply Chain Management Essentials
Wireless and Mobile Communications: Technological Issues & Market Trends
Strategic Marketing of Services & Products
Enterprise Java for Managers
Practical Systems Modeling Signal Processing, Communications and Finance using MATLAB
Project Management for ICT Project
B2B Telecom & IT Sales

IT
Autonomic Computing: Self-Managing IT Systems
Designing and Implementing High Performance Distributed Systems
Practical Systems Modeling
Parallel Programming for multi-core processors
Key Technologies and Emerging Trends
Biometric Systems
Smart Buildings Applications: Technologies & Services

Management
The Art and Science of Negotiation
Contract Theory for Managers
Telecommunications and IT Industry - RFP Process
Corporate Social Responsibility: Best Practices
Power Presentations- A Skills Building Master Class
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<thead>
<tr>
<th>Finance</th>
<th>Operating Systems</th>
<th>Optical Networks</th>
<th>Programming - Software Engineering</th>
<th>Web Technologies &amp; Applications</th>
<th>ORACLE</th>
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<tbody>
<tr>
<td>Finance for Non-Financial Executives</td>
<td>The UNIX Operating System</td>
<td>Optical Fibre Communications: Theory &amp; Practice</td>
<td>Software Engineering</td>
<td>Semantic Web Technologies</td>
<td>Oracle Enterprise Application Development</td>
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<td>Techno-economics for Value Analysis</td>
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<td>Challenges and Solutions in Evolving Optical Networks</td>
<td>Unified Modelling Language</td>
<td>Comprehensive Web Technologies using .NET</td>
<td>Oracle Architecture, Oracle SQL, Oracle PL/SQL</td>
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<td>Risk Management and Business Continuity Planning</td>
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<td>How to Engineer Practical Optical Communication</td>
<td>Object Oriented Programming</td>
<td>Comprehensive Web Services using Java</td>
<td>Java/JavaEE Development</td>
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<td>Communication Networks</td>
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<td>Systems for Long-Haul, Metro and Access Networks</td>
<td>Advanced Software Engineering</td>
<td>Web development Through Scripting Languages</td>
<td>Development with Oracle</td>
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<td>ATM Networks and Switching Systems</td>
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<td>Information Security</td>
<td>Software Engineering and the Rational Unified Process</td>
<td>Enterprise Java Seminar Series</td>
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<td>Design and Performance Considerations in</td>
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<td>Cryptography and Data Security</td>
<td>Development of Programs</td>
<td>JavaEE Overview</td>
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<td>TCP/IP Networks</td>
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<td>Information Security</td>
<td>Programming in C, C++, Java</td>
<td>JavaEE for Technical Project Managers</td>
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<td>Session Initiation Protocol (SIP)</td>
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<td>An Overview of the Future Challenges to Information</td>
<td>Programming for multi-core process</td>
<td>JavaEE for Architects and Senior Developers</td>
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<td>GMPLS &amp; Control Plane Technologies</td>
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<td>Security</td>
<td>Enterprise Java for Developers &amp; Architects</td>
<td>JavaEE and Enterprise Java Beans Patterns</td>
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<td>Mobile and Wireless Communications</td>
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<td>Cryptography: Data and Network Security</td>
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<td>Mastering XML using .NET</td>
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<td>Wireless &amp; Mobile Communications</td>
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<td>Physical World</td>
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<td>BWA Emerging Architectures in 4G Systems</td>
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<td>Wireless Local Area Networks using 802.11</td>
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<td>&amp; Distributed Antenna Rays</td>
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<td>Performance Evaluation of Data Networks</td>
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<td>LTE vs WiMAX: the 4G Rivalry</td>
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<td>Applications, Requirements and Technologies for Broadband Networks</td>
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<td>Broadband Access beyond ADSL: Pushing Fiber Closer to the Customer</td>
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<td>Broadband Access Communications: Theory &amp; Practice of Transceiver Design</td>
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<td>Broadband Wireless Access Network</td>
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<td>MPLS Traffic Engineering</td>
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<td>Techno-economic Analysis for Broadband</td>
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**Indicative list of available courses**

- Enterprise JAVA for Developers & Architects
- Certified Product Manager
- LTE vs WiMAX: the 4G Rivalry
- Evaluation of Data Networks
- Enterprise JAVA for Managers
- Cooperative Communications and Distributed Antenna Arrays
- Techno-economic Analysis for Broadband Networks
- J2EE Overview
- ICT Convergence
- PMP – Certification Exams Preparatory Program
- Unified Modeling Language
- Strategic Marketing of Technology Services & Products
- Certified Scrum Master: Agile/XP principles and practices
- Presentation Skills
- Wireless Local Area Networks (WLANs) using 802.11 (WiFi) standards
- Open Source Web Applications Development
- FJ-310 Certification
- Telecommunications and IT Management
- Corporate Social Responsibility: Best Practices
- ITIL v3 Foundation Course Wall Street Simulation
- Certified Ethical Hacking
- Smart Buildings Applications: Technology & Services
- e-tutor
- Java Programming Workshop
- B2B Telecom & IT Sales
- Combined Courses: Management and Technology
- Indicators of Open Professional Education Programs 2010
- Parallel Programming for multi-core processors
- Biometric Systems
- Key Technologies and Emerging Trends
- Practical Systems Modeling
- Distributed Systems
- Designing and Implementing High Performance
- Autonomic Computing: Self-Managing IT Systems
- IT
- Telecommunications and IT Industry - RFP Process
- Contract Theory for Managers
- The Art
- Power Presentations - A Skills Building Master Class
- Corporate Social Responsibility: Best Practices
- July 8-10
- July 7-9
- June 18-21
- June 17-19
- June 7-9
- May 17-19
- May 13-14
- May 12-14
- May 10-12
- April 26-28
- April 19-23
- April 19-21
- April 19-20
- April 14-16
- March 17-19
- March 15-17
- March 10-12
- March 1-3
- February 22-27
- February 8-10
- February 5 & February 11
- February 8-10
- February 1-5
- January 25-29

**Key Technologies and Emerging Trends**

- Mobile and Wireless Communications: Theory & Practice
- Broadband Networks: Next generation SDHSONET
- Applications, Requirements and Technologies for Broadband Networks
- Broadband Access beyond ADSL: Pushing Fiber Closer to the Customer
- Broadband Access Communications: Theory & Practice of Transceiver Design
- Broadband Wireless Access Network
- MPLS Traffic Engineering
- Techno-economic Analysis for Broadband Networks
- Operating Systems
- The UNIX Operating System
- Optical Networks
- Optical Fibre Communications: Theory & Practice
- Challenges and Solutions in Evolving Optical Networks
- How to Engineer Practical Optical Communication Systems for Long-Haul, Metro and Access Networks
- Information Security
- Cryptography and Data Security
- Information Security
- An Overview of the Future Challenges to Information Security
- Cryptography: Data and Network Security
- Programming - Software Engineering
- Software Engineering
- Unified Modelling Language
- Object Oriented Programming
- Advanced Software Engineering
- Software Engineering and the Rational Unified Process
- Development of Programs
- Programming in C, C++, Java
- Programming for multi-core process
- Enterprise JAVA for Developers & Architects
- Web Technologies & Applications
- Semantic Web Technologies
- Comprehensive Web Services using .NET
- Comprehensive Web Services using Java
- Web development Through Scripting Languages
- Enterprise Java Seminar Series
- JavaEE Overview
- JavaEE for Technical Project Managers
- JavaEE for Architects and Senior Developers
- JavaEE and Enterprise Java Beans Patterns
- Mastering XML using .NET
- Mastering XML using Java
- Semantic Web Technologies: An Introduction

**ORACLE**

- Oracle Enterprise Application Development
- Oracle Architecture, Oracle SQL, Oracle PL/SQL
- Java/JavaEE Development with Oracle
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### Topics to be covered
- Marketing & Sales
- Market Research, Segmentation & Positioning in B2B environments
- Design Decisions
- Pricing products & services
- Distribution Channels Mgt
- Communication Activities
- Methods used by multinational co’s
- Sales Cycle Smooth Execution
- Efficient Resource Allocation

### Reading Material
- The participants will receive:
  - lecture notes & slides
  - selected articles
  - bibliography
  - class discussions will be encouraged

### The Instructor
- part of Ericsson Hellas, since 1993
- started as Sales & Marketing Manager
- Executive Director Marketing and Business Development
- Director Government & Regulatory Affairs
- responsibility of SE Europe
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