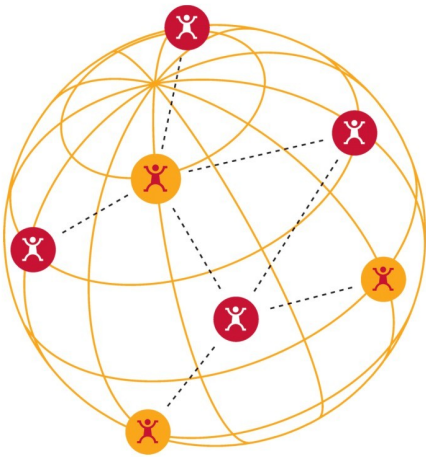




## 2012 CALENDAR OF TRAINING COURSES CALENDRIER DES FORMATIONS 2012



### Strategy & Management / Stratégie & gestion

- MGT-999E Mini MBA in Telecommunications for the Caribbean—(3.5 NLU)**  
5-9 March 2012  
Miami, USA
- MGT-101E Strategic Thinking & Planning in Telecommunications—(3.5 NLU)**  
2-6 July 2012  
Paris, France (in English)
- MGT-100E Mini MBA in Telecommunications—(7.5 NLU)**  
9-20 July 2012  
Montreal, Canada (in English)
- MGT-100F Mini MBA en télécommunications—(7.5 NLU)**  
10-21 septembre 2012  
Paris, France (en français)
- MGT-104E Business Intelligence in Telecommunications—(3.0 NLU)**  
1-5 October 2012  
Montreal, Canada (in English)
- vMGT-119E Business Case Preparation & Development—(1.2 NLU)**  
2-11 October 2012
- eMGT-120E The ABCs of Telecom—(3.0 NLU)**  
Starting 30 April 2012



### Marketing & Sales / Marketing & ventes

- MKG-119E Distribution Channel Strategy & Management—(3.0 NLU)**  
20-24 February 2012  
Cape Town, South Africa
- MKG-107E International Settlements & Traffic Management—(3.0 NLU)**  
26-30 Marc 2012  
Paris, France (in English)
- MKG-114E Pricing in Telecommunications—(3.0 NLU)**  
23-27 April 2012  
Amsterdam, Netherlands
- MKG-121E Building a Customer Focus - Contact Center Strategies & Management—(3.0 NLU)**  
30 April-4 May 2012  
London, UK
- MKG-111E Strategic Sales in Telecommunications—(3.0 NLU)**  
21-25 May 2012  
Paris, France (in English)
- MKG-122E CRM in Telecommunications—(3.0 NLU)**  
4-8 June 2012  
Amsterdam, Netherlands
- MKG-110E Marketing Strategies for New Services & Applications—(3.0 NLU)**  
26-30 November 2012  
Miami, USA



- vMKG-104E Managing the Business of Interconnection: Issues & Opportunities—(3.0 NLU)**  
6 February-4 April 2012
- vMKG-101E Product Development & Management—(1.6 NLU)**  
10-20 September 2012
- vMKG-101F Développement & gestion de produit—(1.6 NLU)**  
5-15 novembre 2012



### Engineering, Networks & Technologies / Ingénierie, réseaux & technologies

- ENG-512E The Essentials of LTE—(3.0 NLU)**  
18-22 June 2012  
Montreal, Canada (in English)
- ENG-207E Next Generation Networks (NGN)—(3.0 NLU)**  
8-12 October 2012  
Amsterdam, Netherland
- vENG-410E Overview of MPLS Technology—(0.6 NLU)**  
28-30 August 2012
- vENG-410F Présentation de la technologie MPLS—(0.6 NLU)**  
20-22 novembre 2012

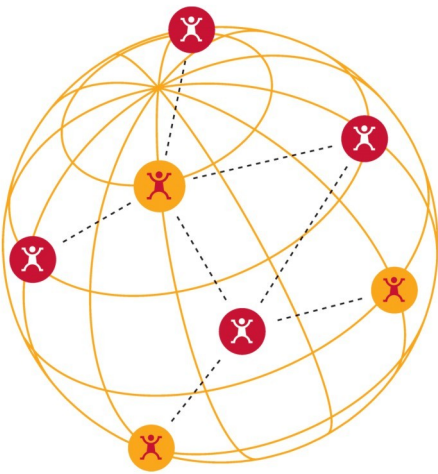


#### NEW - Virtual Classroom & e-Learning Training!

In 2012, Neotelis is introducing public Virtual Classroom and e-Learning training courses. These new training formats complement our Face-to-Face Training offering.

#### NOUVEAU - Formations classe virtuelle & e-Learning!

In 2012, Neotelis présente des formations publiques en classe virtuelle et e-Learning. Ces nouveaux types de formation sont le parfait complément de notre offre de formations présentielle.



## 2012 CALENDAR OF TRAINING COURSES CALENDRIER DES FORMATIONS 2012

### Policies & Regulations / Politiques & réglementation

- REG-100F** **Connaissances essentielles en réglementation des télécoms—(6.0 NLU)**  
23 janvier–3 février 2012  
Casablanca, Maroc
- REG-106E** **Competition Issues in Telecommunications—(3.0 NLU)**  
25–29 June 2012  
Cape Town, South Africa
- REG-100E** **Telecom Regulation Essentials—(6.0 NLU)**  
10–21 September 2012  
Montreal, Canada (in English)
- REG-101E** **Management of Regulatory Affairs—(3.0 NLU)**  
15–19 October 2012  
London, UK



### Human Resources / Ressources humaines

- HRM-100E** **Human Resources Management in Telecommunications—(6.0 NLU)**  
24 September–5 October 2012  
Paris, France (in English)



- vHRM-105F** **Formation et performance organisationnelle: enjeux & stratégies—(1.6 NLU)**  
2–12 juillet 2012
- vHRM-105E** **Training and Organizational performance: Issues & Strategies—(1.6 NLU)**  
15–25 October 2012



### Finance

- FIN-119E** **Budgeting in Telecommunications—(1.8 NLU)**  
9–11 May 2012  
Amsterdam, Netherlands
- FIN-118E** **Management Accounting in Telecommunications—(3.0 NLU)**  
14–18 May 2012  
London, UK
- FIN-112E** **Cost Modelling in Telecommunications—(3.0 NLU)**  
28 May–1 June 2012  
Montreal, Canada (in English)
- FIN-100E** **Financial Management in Telecommunications—(7.0 NLU)**  
11–22 June 2012  
London, UK
- FIN-113E** **IAS/IFRS in Telecommunications—(3.0 NLU)**  
3–7 September 2012  
London, UK



- vFIN-117E** **Finance for Non-Financial Managers—(1.6 NLU)**  
30 May–6 June 2012



#### NEW TRAINING COURSES FOR 2012! NOUVELLES FORMATIONS POUR 2012!

- vMGT-119E** **Business Case Preparation & Development**
- vMKG-101E** **Product Development & Management**
- vMKG-101F** **Développement & gestion de produit**
- vENG-410E** **Overview of MPLS Technology**
- vENG-410F** **Présentation de la technologie MPLS**
- vFIN-117E** **Finance for Non-Financial Managers**
- vHRM-105E** **Training and Organizational performance: Issues & Strategies**
- vHRM-105F** **Formation et performance organisationnelle: enjeux & stratégies**

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Neotelis peut développer ou adapter ses formations à vos besoins spécifiques et les dispenser dans le lieu de votre choix. Veuillez nous contacter à [training@neotelis.com](mailto:training@neotelis.com) pour plus d'information.

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Pour de plus amples informations ou pour obtenir les descriptifs de formation et les formulaires d'inscription, veuillez nous contacter à [training@neotelis.com](mailto:training@neotelis.com) et visitez notre site Internet à [www.neotelis.com](http://www.neotelis.com).