

## COURSE DESCRIPTION

### 1. Program identification information

1.1 Higher education institution	Politehnica University of Bucharest
1.2 Faculty	Faculty of Electronics, Telecommunications and Information Technology
1.3 Department	Telecommunications
1.4 Domain of studies	Electronic Engineering, Telecommunications and Informational Technologies
1.5 Cycle of studies	License
1.6 Program of studies/Qualification	Technologies and Systems for Telecommunications

### 2. Course identification information

2.1 Name of the course		Telecommunications Management and Regulation					
2.2 Lecturer		PhD. Eng. Nicolae OACĂ, Assoc. Prof. PhD. Eng. Eduard-Cristian POPOVICI					
2.3 Instructor for practical activities		PhD. Eng. Nicolae OACĂ Drd. Eng. Răzvan CRĂCIUNESCU					
2.4 Year of studies	IV	2.5 Semester	8	2.6 Evaluation type	Verification	2.7 Course choice type	At choice

### 3. Total estimated time (hours per semester for academic activities)

3.1 Number of hours per week, out of which	2	3.2 course	1	3.3 practical activities	1
3.4 Total hours in the curricula, out of which	28	3.5 course	14	3.6 practical activities	14
Distribution of time					hours
Study according to the manual, course support, bibliography and hand notes					16
Supplemental documentation (library, electronic access resources, in the field, etc)					18
Preparation for practical activities, homeworks, essays, portfolios, etc.					12
Tutoring					0
Examinations					4
Other activities					0
3.7 Total hours of individual study		50			
3.9 Total hours per semester		78			
3.10 Number of ECTS credit points		3			

### 4. Prerequisites (if applicable)

4.1 curricular	-
4.2 competence-based	-

### 5. Requisites (if applicable)

5.1 for running the course	-.
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5.2 for running of the applications	Compulsory presence at laboratory classes, according to current PUB regulations.
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## 6. Specific competences

Professional competences	- Identifying, usage, description and analysis of concepts in the field of telecommunications business administration - Critical analysis, performance evaluation, determination of strengths and weaknesses of telecommunications business ideas and processes
Transversal competences	-

## 7. Course objectives (as implied by the grid of specific competences)

7.1 General objective of the course	The discipline aims to create the skills to understand telecoms as a business, market mechanisms, to understand the role of technology in market development and regulation in creating competitive markets.
4.2 Specific objectives	Laboratory applications aim to create the ability to understand the market through market analysis, case studies, understanding the role of the business plan in launching and developing a business. Stimulating students' initiative and entrepreneurship, communication and collaboration among team members in projects

## 8. Content

8.1 Lectures	Teaching techniques	Remarks
Market, demand and supply, telecommunications from monopoly to competition The national context	Teaching is based on using the video projector (covering communication and demonstration). Course materials are: course notes and presentations (available in electronic format).	2 hours
Business - Telecom Operator a commercial Company		3 hours
Telecom business plan		2 hours
The main operators of our market		3 hours
Telecommunication equipment manufacturers		1 hour
Regulation of electronic communications in the EU.		3 hours
<b>Bibliography</b> Nicolae Oacă – curs <i>Piața Comunicațiilor. Reglementări europene și internaționale</i> , ținut la facultatea Electronică și Telecomunicații, master anul II Nicolae Oacă – <i>O strategie de guvernare pentru telecomunicații</i> publicat pe <a href="http://nicolaeoaca.blogspot.ro">http://nicolaeoaca.blogspot.ro</a> în toamna anului 2016 Martin Cave & Co - Handbook of telecommunication s economics, Elsevier, 2002 Nicolae Oacă - <a href="https://nicolaeoaca.blogspot.ro/">https://nicolaeoaca.blogspot.ro/</a>		
8.2 Practical applications	Teaching techniques	Remarks
Case study - market analysis	Teaching is based on the analysis of case studies, their discussion and encouraging students to propose case studies or business plans.	4 hours
Case study - business plan		4 hours
Case study - relaunch a communications operator		2 hours
Case study - the role of M & A in the formation of "cable operators" in Romania		2 hours
Case study - termination rates in mobile networks and competition		2 hours

## Bibliography

Nicolae Oacă – curs *Piața Comunicațiilor. Reglementări europene și internaționale*, ținut la facultatea Electronică și Telecomunicații, master anul II

Nicolae Oacă – *O strategie de guvernare pentru telecomunicații* publicat pe <http://nicolaeoaca.blogspot.ro> în toamna anului 2016

Martin Cave & Co - Handbook of telecommunication s economics, Elsevier, 2002

Nicolae Oacă - <https://nicolaeoaca.blogspot.ro/>

## **9. Bridging the course content with the expectations of the epistemic community representatives, professional associations and employers representatives for the domain of the program**

The course is accompanied by open lessons with the participation of leading Romanian telecoms executives (telecom operators or manufacturers CEOs) that allow

- Understanding the role of technologies in these businesses
- The role of the telecom engineers in such a business
- Allow setting (initiating or continuing) a dialogue between industry and university, between students and a possible employer

This ensures that graduates have the right skills with the current skills needs and a modern, quality and competitive training that will enable them to be hired quickly after graduation, the course being perfectly integrated into the politics of the Polytechnic University of Bucharest, both in terms of content and structure, as well as from the point of view of the aptitudes and international openness offered to the students.

## **10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Weight in the final mark
10.4 Lectures	- knowledge of fundamental notions; - knowing how to apply them to specific problems;	Participation in the debates on some proposed themes	50%
10.5 Practical applications	- developing a paper - market analysis or business plan	Presenting and debating the work in front of colleagues and examiner	50%
10.6 Minimal performance standard			
- elaboration of market analyzes inspired, mainly, by the Romanian market, - presenting in front of the colleagues and debating the proposed solutions			

Date  
02.10.2017

Lecturer  
PhD. Eng. Nicolae OACĂ

Instructor for practical activities  
PhD. Eng. Nicolae OACĂ

Assoc. Prof. PhD. Eng. Eduard-Cristian POPOVICI

Drd. Eng. Răzvan CRĂCIUNESCU

Date of department approval

Director of Department,

05.10.2017

Assoc. Prof. PhD. Eng. Eduard-Cristian POPOVICI.