

# TELECOM

## Introduction of the Sector

The telecommunication sector is made up of companies that make communication possible on a global scale, whether it is through the phone or the Internet, through airwaves or cables, through wires or wirelessly. These companies created the infrastructure that allows data in words, voice, audio, or video to be sent anywhere in the world. India is the world's second-largest telecommunications market. The total subscriber base, wireless subscriptions as well as wired broadband subscriptions have grown consistently.

Tele-density stood at 84.88%, total broadband subscriptions grew to 788.77 million and total subscriber base stood at 1.16 billion in April 2022. Over the next five years, rise in mobile-phone penetration and decline in data costs will add 500 million new internet users in India, creating opportunities for new businesses and employment. By 2025, India will need ~22 million skilled workers in 5G-centric technologies such as Internet of Things (IoT), Artificial Intelligence (AI), robotics and cloud computing.

## B.Voc. in Telecom Products & Services Management

### Course Introduction

The Indian Telecom sector has emerged as one of the greatest economic success stories, registering a consistent overall growth rate of more than 35% over the past decade in terms of subscribers. India is the second-largest & fastest growing Telecom market in the world with 939 million subscribers as of 31st August 2012, with an overall Tele-density of 77% (TRAI). Further, the annual mobile handset sales are expected to cross the 200 million units mark and India is fast becoming a manufacturing hub for Telecom infrastructure equipment.

With m-governance, m-commerce, m-education, m-health, online shopping, m-gaming, m2m communications & many such new innovations, Telecom is set to increasingly permeate the lives of common Indians in the coming years. The Indian

Telecom success story would continue with 3G networks and smartphones, besides focusing on the under-penetrated rural markets.

### Eligibility for Admission

The Eligibility to B.Voc. in Telecom products & services Management shall be 10+2 or equivalent in any stream.

### Career Prospects

Students get placed as Broadband Technician, Territory Sales Manager (Broadband), Distributor Sales Representative, In-Store Promoter, Customer Care Executive (Repair Centre), Handset Repair Engineer (Level II), Telecom Terminal Equipment Application Developer (Android)

### Semester-wise Listing of Courses

SEMESTER I		
Subject Code	Subject Name	Credits
GE 1.1	Functional English	4
GE 1.2	Communication Skills - I	4
GE 1.3	Computing Skills - I	4
TSS 1.1	Contact Centre Customer Care Essentials	2
TSS 1.2	Relationship Centre Customer Care Essentials	2
TSS 1.3	Basics of Broad band and 5G technologies	2
TSP 1	Vocational Practical	12

SEMESTER II		
Subject Code	Subject Name	Credits
GE 2.1	Computing Skills II	4
GE 2.2	Ethics and Governance	4
GE 2.3	Communication Skills I	4
TSS 2.1	Repair Centre Customer Care Essentials	2
TSS 2.2	Selling Broad Band Products	2
TSS 2.3	Distributor Sales Representative Telecom Products	2
TSP 2	Vocational Practical	12

SEMESTER III		
Subject Code	Subject Name	Credits
GE 3.1	Financial Literacy	4
GE 3.2	Digital Literacy	4
GE 3.3	Basics of Legal and HR Policies	4
TSS 3.1	Telecom Products Field Sales Essentials	2
TSS 3.2	Handset Repair Engineer	2
TSP 3	Vocational Practical	12

SEMESTER IV		
Subject Code	Subject Name	Credits
GE 4.1	Computing Skills - II	2
GE 4.2	Basics of Accounting	4
GE 4.3	Design Thinking	4
GE 4.4	Organizational Behaviour	2
TSS 4.1	Fundamentals of Wireless and Broad Band Communications	2
TSS 4.2	In-Store Promoter	2
TSS 4.3	Customer Care Executive Call Centre	2
TSP 4	Vocational Practical	12

SEMESTER V		
Subject Code	Subject Name	Credits
GE 5.1	Basics of Economics and Markets	4
GE 5.2	Communication Skills II	4
GE 5.3	Health and Wellness	4
TSS 5.1	Tower Technician	2
TSS 5.2	Optical Fibre Technician	2
TSS 5.3	Over all view of Telecom industry with special focus on broad band and 5G technology	2
TSP 5	Vocational Practical	12

SEMESTER VI		
Subject Code	Subject Name	Credits
GE 6.1	Entrepreneurship	4
GE 6.2	Employment Readiness	4
GE 6.3	Effective Workplace Skills & Competencies	4
TSS 6.1	Territory Sales Management (Broadband)	2
TSS 6.2	Territory Sales Management (Wireless Products)	2
TSS 2.1	Elective I	
TSP 6	Vocational Practical	12

**Programme fees:** (Rs. 36, 000/-per annum)

**Examination fees:** (Rs. 1,600/- per semester and Rs. 3200 per annum)

**Caution Deposit (Refundable):** Rs.5000