



# Training Catalogue

Telecommunications, IT & Networks, Power, Oil & Gas , HR  
Management, Sales & Marketing , Procurement & Contracting,  
Finance & Taxation, Project Management



# Training Catalogue

---

## Table of Contents

Serial Number	Training Category	Page Number
1.	Telecommunication	3
2.	IT & Networks	12
3.	Electronics	13
4.	Oil & Gas	14
5.	Power	14
6.	Human Resource Management	15
7.	Procurement & Contracting	15
8.	Sales & Marketing	16
9.	Soft Skills	16
10.	Finance Taxation	16
11.	Quality & ISO standards	17
12.	Project Management	17
13.	Business Management	17
14.	Customer Support	18
15.	Vendor Dependent Trainings	18

**How to Get Registered**

**Page 19**

**Customised Training**

**Page 19**

**Modes of Training**

**Page 19**

**Contact Us**

**Page 19**

# Training Catalogue

---

## Telecommunication

### Telecommunication Systems

Code	Name	Days
ETS –TS – 001	Telecommunication Basics	3
ETS–TS – 002	GSM System overview	2
ETS –TS – 003	GSM Signaling	1
ETS –TS – 004	GSM architecture & Protocols	1
ETS –TS – 005	GSM (System, Architecture , Signaling, Protocols) an ultimate choice / GSM Survey	5
ETS –TS – 006	GPRS / EDGE / WIMAX System Overview	3
ETS –TS – 007	UMTS System Overview	2
ETS –TS – 008	3G – WCDMA Survey	
ETS –TS – 009	Evolution of Telecom from GSM to LTE 2G to 4G	5

# Training Catalogue

---

Core Operations		
Training Code	Training Name	Duration – Days
ETS-OPS-001	Core Network Overview in GSM	2
ETS-OPS-002	Core Network Signaling	3
ETS-OPS-003	Circuit Core Network	3
ETS-OPS-004	Packet Core Network	3
ETS-OPS-005	SIGTRAN Overview	3
ETS-OPS-006	Gb over IP Introduction	
ETS-OPS-007	GSM Core/Radio Network Statistics	
ETS-OPS-008	IP V(4,6) and MPLS	2
ETS-OPS-009	MPBN (Mobile Packet Back Bone Network) Planning	2
ETS-OPS-010	MPBN Operations & Configurations	5

**Core / BSS / Transmission Operations :**

BSS Operations		
Training Code	Training Name	Duration - Days
ETS-OPS-025	BSS in GSM or UMTS Network	3
ETS-OPS-026	GSM BSS Signaling	2
ETS-OPS-027	GSM BSS GPRS/EDGE Signaling	5

Transmission Operations		
Training Code	Training Name	Duration - Days
ETS-OPS-051	Microwave Transmission	3
ETS-OPS-052	SDH Transmission	3
ETS-OPS-053	DWDM Transmission	3
ETS-OPS-054	Transmission Engineering	3
ETS-OPS-055	NG – DWDM Transmission	3
ETS-OPS-056	IP Transmission	3
ETS-OPS-057	Transmission Network Audit and Performance	3
ETS-OPS-058	Fiber Optics Transmission	3
ETS-OPS-059	Satellite Transmission	3
ETS-OPS-060	Transmission Networks for Managers	3

# Training Catalogue

---

Apart from this we are also specialized for Product oriented training (O&M, Configurations and Commissioning) for all products related to Transmission, Microwave, SDH / DWDM, BSS for all renowned Telecom vendors.

## Core Network (CS , PS) Planning

Training Code	Training Name	Duration – Days
ETS-COR-001	Core Network Overview in GSM	2
ETS-COR-002	Core Network Signaling	3
ETS-COR-003	Circuit Core Network Planning	3
ETS-COR-004	Packet Core Network Planning	3
ETS-COR-005	Core Network (CS & PS) Planning	3
ETS-COR-006	CS Core Optimization Principles	2
ETS-COR-007	PS Core Optimization Principles	2
ETS-COR-008	Core (CS & PS) Optimization Principles	5
ETS-COR-009	Core (CS & PS) Planning & Optimization	5
ETS-COR-010	IP V(4,6) and MPLS	5
ETS-COR-011	MPBN (Mobile Packet Back Bone Network) Planning	5
ETS-COR-012	MPBN Operations & Configurations	5
ETS-COR-013	MPBN Planning & Operations	5
ETS-COR-014	SIGTRAN Overview	3
ETS-COR-015	Gb over IP Introduction	3
ETS-COR-016	GSM Core/Radio Network Statistics	3
ETS-COR-017	GSM BSS Signaling	3
ETS-COR-018	GSM BSS GPRS/EDGE Signaling	3

# Training Catalogue

---

## RF (Radio Frequency ) Planning & Optimization

Training Code	Training Name	Duration – Days
ETS-RF-001	Radio Frequency Engineering	2
ETS-RF-002	Wireless RF Engineering	3
ETS-RF-003	System Survey (GSM , UMTS or LTE)	5
ETS-RF-004	System Statistics (GSM , UMTS or LTE)	3
ETS-RF-005	RF & BSS Statistics	2
ETS-RF-006	Radio Network Features (GSM , UMTS or LTE)	5
ETS-RF-007	Cell Planning Principles 1	5
ETS-RF-008	Introduction to RF Network Optimization	5
ETS-RF-009	Cell Planning Principles 2	5
ETS-RF-010	Advance features of Network Optimization	5
ETS-RF-011	Radio Dimensioning & Performance	5
ETS-RF-012	Drive Test Principles and Analysis	5
ETS-RF-013	Radio Frequency exposure for BTS / RBS Antennas	5
ETS-RF-014	Radio Network Tuning	5
ETS-RF-015	GSM / GPRS Performance & QoS	5
ETS-RF-016	TEMS for Cell Planners	5
ETS-RF-017	ASSET Features & Operations	5
ETS-RF-018	Introduction to Optima	5

*RF Planning & Optimization courses can be conducted on any of deployed system including GSM/GPRS , UMTS or LTE.*

# Training Catalogue

---

## Transmission Network Planning

Training Code	Training Name	Duration – Days
ETS-TP-001	Introduction to Microwave Propagation	3
ETS-TP-002	Introduction to SDH / WDM Network	3
ETS-TP-003	Introduction to IP & DCN Network	3
ETS-TP-004	Overview to Microwave equipment for Planners	2
ETS-TP-005	Overview to SDH / WDM equipment for planners	2
ETS-TP-006	Overview to IP equipment for Planners	2
ETS-TP-007	Microwave Propagation & Link Planning Level 1	5
ETS-TP-008	Designing SDH & WDM Network Level 1	5
ETS-TP-009	IP & DCN Planning Level 1	5
ETS-TP-010	IP Networking	5
ETS-TP-011	Short –Hual Microwave Radio Design	5
ETS-TP-012	Microwave Propagation & Link Planning Level 2	5
ETS-TP-013	Designing SDH & WDM Network Level 2	5
ETS-TP-014	IP & DCN Planning Level 2	5
ETS-TP-015	Synchronization in Telecom Networks	5
ETS-TP-016	Link Planning for 3G network using PathLoss	5
ETS-TP-017	CONNECT overview and Operations Training	5
ETS-TP-018	Pathloss 4 Overview and Link Planning Training	5
ETS -TP -019	Pathloss 5 Overview and Link Planning Training	5
ETS -TP -020	Planning with TEMS	5

Our Instructors give vendor dependent training also for the major GSM and WMDA Vendors

# Training Catalogue

---

## Network Performance (QoS)

Training Code	Training Name	Duration – Days
ETS-NP-001	GSM Overview	5
ETS-NP-002	GSM Performance Statistics	5
ETS-NP-003	GSM RF / BSS Performance Statistics	3
ETS-NP-004	GSM Core Performance Statistics	2
ETS-NP-005	GSM RF Performance & Audit Analysis	3
ETS-NP-006	GSM Core Network Performance & Audit Analysis	2
ETS-NP-007	Transmission Performance & Audit Analysis	3
ETS-NP-008	IP Network QoS Survey	5
ETS-NP-009	2G Network End to End QoS	5
ETS-NP-010	3G / UMTS End to End QoS	5
ETS-NP-011	OPTIMA Performance Tool Training	5
ETS-NP-012	Astellia Performance Tool Training	5
ETS-NP-013	Benchmarking for GSM Network & QoS Survey	5
ETS-NP-014	Benchmarking for UMTS Network & QoS Survey	5

*Performance courses can be conducted for any of the deployed system including GSM/GPRS , UMTS or LTE.*



# Training Catalogue

---

## NOC (Network Operation Center / Network Monitoring Center)

Training Code	Training Name	Duration – Days
ETS-NOC-001	Introduction to Transmission Network for NOC	5
ETS-NOC-002	Overview to GSM for monitoring people	5
ETS-NOC-003	Microwave Alarms Analysis and Fault Management	3
ETS-NOC-004	Core Alarms Analysis and Fault Management	2
ETS-NOC-005	IN / VAS Alarms Analysis and Fault Management	2
ETS-NOC-006	IT Network Alarm Analysis and Fault Management	3
ETS-NOC-007	Trouble Ticket Training*	2
ETS-NOC-008	OSS Training*	3
ETS-NOC-009	NOC Infrastructure and Logical process training	3
ETS-NOC-010	Time Management for NOC Engineers	2
ETS-NOC-011	Incident Management for NOC Engineers	2
ETS-NOC -012	Change Management for NOC Engineers	2
ETS – NOC-013	Communication Skills and Incident report writing	3

\*Vendor Specific

# Training Catalogue

---

## Telecom Billing & Revenue Assurance

Training Code	Training Name	Duration – Days
ETS-RA-001	GSM Overview for Billing & RA People	5
ETS-RA-002	Intelligent Network (IN) / Billing Training	5
ETS-RA-003	Strategic Revenue Assurance	3
ETS-RA-004	Telecom Fraud Management	3
ETS-RA-005	Revenue Auditing	3
ETS-RA-006	Supervision of Revenue Seepage	3

## Roaming & Interconnections

Training Code	Training Name	Duration – Days
ETS-RI-001	GSM Overview for Roaming People	5
ETS-RI-002	Connections associated with the GPRS Roaming Exchange (GRX)	3
ETS-RI-003	Network Signaling and Interconnections	3
ETS-RI-004	Global Addressing for Roaming	3
ETS-RI-005	International Roaming and Interconnections	5

## VAS Planning & Optimization

Training Code	Training Name	Duration – Days
ETS-VAS-001	Introduction to Telecom Value Added Services	3
ETS-VAS-002	Planning Value Added Services for Telecom Operator	2
ETS-VAS-003	Operations and Challenges for VAS Operators	2

## Telecom Customer Support

Training Code	Training Name	Duration – Days
ETS-CS-001	Fundamentals of Call Center and Customer Support	3
ETS-CS-002	Support Management Training	3
ETS-CS-003	Managing Challenging Customers	3
ETS-CS-004	Winning sales through customer services	3
ETS-CS-005	Team management and motivation for Call Center	3
ETS-CS-006	Problem analysis , escalation and fallow up training	3

# Training Catalogue

---

## Telecom Project Management

Training Code	Training Name	Duration - Days
ETS-PM-001	Project management for bingers	3
ETS-PM-002	Project Management for Manager	5
ETS-PM-003	Telecom Project Management	3
ETS-PM-004	PMP	5

## Telecom Software – Tools

We are providing Installation, Administration, Operations & Maintenance, Configuration etc training for the tools which includes but not limited to the following.

• Path Loss	• Asset
• Connect	• Optima
• OSS	• NetAct
• MS Project	• Primavera

All big vendors of Telecom are covered, for any query about Schedule, Vendors and Technology . Please contact us.

## Telecom Equipment Training

We provide trainings for Installation, Operations & Maintenance , Configuration and commissioning of following equipment.

• MSC	• MSS
• BSC / RNC	• BTS / RBS
• Microwave	• Data Communication
• IN / VAS	• GPRS

All big vendors of Telecom are covered, for any query about Schedule, Vendors and Technology . Please contact us.

# Training Catalogue

## IT (Information Technology ) & Networks

Training Code	Training Name	Duration – Days
ETS-ITN-001	Cisco Certified Network Associate – CCNA	5
ETS-ITN-002	Cisco Certified Network Professional – CCNP	3
ETS-ITN-003	Cisco Certified Internet Expert - CCIE	3
ETS-ITN-004	Cisco Certified Security Professional – CCSP	3
ETS-ITN-005	Cisco Certified Security Expert – CCIE Security / Voice	3
ETS-ITN-006	Cisco Certified Voice Professional – CCVP	3
ETS-ITN-007	Cisco Certified Internet Protocol – CCIP	3
ETS-ITN-008	Cisco Certified Design Associate - CCDA	5
ETS-ITN-009	MCSE 2003 / 2008	5
ETS-ITN-010	MS Exchange Server / MCITP	5
ETS-ITN-011	UNIX featuring sun Solaris	5
ETS-ITN-012	RHCSA / RHCE	3
ETS-ITN-013	Linux Operating System for beginners	3
ETS-ITN-014	Linux Operating System – Advance Level	3
ETS-ITN-015	VoIP , Voice over IP CCVP features	3
ETS-ITN-016	Network Security – Ethical Hacking	5
ETS-ITN-017	VMWARE , vSphere Install Configure, Manage	5
ETS-ITN-018	SQL / PLSQL	5
ETS-ITN-019	Advance Oracle trainings / SQL Tuning	5
ETS-ITN-020	Programming Languages C / C++, Java, Visual Basics	5
ETS-ITN-021	Asp.net , C#	5
ETS-ITN-022	Web Development and Design using HTML	8
ETS-ITN-023	Dynamic web development and Design	8
ETS-ITN-024	Search Engine Optimization	3
ETS-ITN-025	Designing Tools, Corel Draw, Flash	5

# Training Catalogue

---

## Electronics

Training Code	Training Name	Duration – Days
ETS-ELE-001	Analog Electronics Basics	2
ETS-ELE-002	Integrated Circuit	3
ETS-ELE-003	Operational Amplifiers	3
ETS-ELE-004	Transistor as Amplifier & Switch Designing	3
ETS-ELE-005	Power Electronics design and Operations	3
ETS-ELE-006	Digital Electronics Basics	3
ETS-ELE-007	Advance Digital Electronics designing	3
ETS-ELE-008	Microprocessor base designing	5
ETS-ELE-009	Microcontroller base designing	5
ETS-ELE-010	FPGA based system designing	5
ETS-ELE-011	VERILOG for Design Engineers	5
ETS-ELE-012	Communication Theory	3
ETS-ELE-013	Communication Systems	3
ETS-ELE-014	Electromagnetism Applications	3
ETS-ELE-015	Digital Signal Processing	3
ETS-ELE-016	Digital Speech Processing	5
ETS-ELE-017	Digital Image Processing	5
ETS-ELE-018	Control Systems and Robotics	5
ETS-ELE-019	Lasers , Operations and Applications	3

# Training Catalogue

---

## Oil & Gas Sector Training

Training Code	Training Name	Duration – Days
ETS-OLG-001	Petroleum industry – An introduction	3
ETS-OLG-002	SEISMIC theory in Geology & Petroleum	3
ETS-OLG-003	Exploration & Production Basics	3
ETS-OLG-004	Exploration & Production – Advance level	3
ETS-OLG-005	Health , Safety & Environment in Petroleum Industry	3
ETS-OLG-006	Instrumentation, advance techniques	3
ETS-OLG-007	Geology for Project Managers	3
ETS-OLG-008	Project Management Essential for Petro Industry	3
ETS-OLG-009	Economics and Finance for Oil and Gas sector	3
ETS-OLG-010	Negotiation Skills for Oil and Gas Managers	3
ETS-OLG-011	Procurement and Contracting skills	3

## Power Training

We are offering trainings related to Power Planning, Operations and Maintenance

Trainings are included but not limited to the following:

- Generators
- Air Conditions
- Power Distribution Units
- Load Distribution

# Training Catalogue

## Human Resource Management

Training Code	Training Name	Duration – Days
ETS-HRM-001	Introduction to Human Resource Management	3
ETS-HRM-002	Performance Management and Motivation Development	3
ETS-HRM-003	Strategic Human Resource Management	3
ETS-HRM-004	Developing & Implementing Performance Management System	3
ETS-HRM-005	Designing Pay Rates and Employee Benefits aligned with Business Strategy	3
ETS-HRM-006	HR Auditing and Processes Development	3
ETS-HRM-007	Strategic Human Resource Planning	3
ETS-HRM-008	Mastering Interview Techniques	3
ETS-HRM-009	Strategic organizational behavior	3

## Procurement & Contracting

Training Code	Training Name	Duration – Days
ETS-PC-001	Introduction to Procurement	3
ETS-PC-002	Introduction to Contract Management	3
ETS-PC-003	Procurement , Contract management and effective Negotiation Skills	3
ETS-PC-004	Strategic Procurement Management	3
ETS-PC-005	Procurement & Contract Management for Telecom	3
ETS-PC-006	Procurement & Contract Management for Oil & Gas	3
ETS-PC-007	Introduction to tendering and bid management	3
ETS-PC-008	Procurement Strategy Development	3
ETS-PC-009	Relations Management with Supplier	3
ETS-PC-010	Performance Management of Supplier	3
ETS-PC-011	Electronic procurement an additive advantage	3

# Training Catalogue

## Sales & Marketing

Training Code	Training Name	Duration – Days
ETS-SM-001	Introduction to Sales Management	3
ETS-SM-002	Introduction to Marketing Management	3
ETS-SM-003	Strategic Sales Skills	3
ETS-SM-004	Effective Marketing for record Sales	3
ETS-SM-005	Sales management for Telecom Operators	3
ETS-SM-006	Brand Management	3
ETS-SM-007	Strategic Marketing Planning	3

## Soft Skills

Training Code	Training Name	Duration – Days
ETS-SS-001	Communication Skills	3
ETS-SS-002	Time Management Skills	2
ETS-SS-003	Conflict Management Skills	1
ETS-SS-004	Risk Analysis Skills	1
ETS-SS-005	Incident Management Skills	1
ETS-SS-006	Coaching & Mentoring Skills	1
	Stress Management Skills	1
ETS-SS-007	Win – Win Negotiation Skills	1
	Presentation skills	1
ETS-SS-008		
ETS-SS-009		
ETS-SS-010	Decision Making Skills	1

## Finance & Taxation

Training Code	Training Name	Duration – Days
ETS-FT-001	Introduction to Finance Management	5
ETS-FT-002	Finance for non financial managers	5
ETS-FT-003	Using MS – Excel as a tool for Financial Management	5
ETS-FT-004	Introduction to Taxation	5
ETS-FT-005	Advance Taxation	5
ETS-FT-006	Financial Analysis , Evaluation & Budgeting	5
ETS-FT-007	Corporate Financial Planning	5



# Training Catalogue

## ISO Standards and Quality

Training Code	Training Name	Duration – Days
ETS-QTY-001	ISO-9001 Quality Management System	5
ETS-QTY-002	ISO – 22000 Food Safety Management System	5
ETS-QTY-003	ISO – 14000 Environmental Management System	5
ETS-QTY-004	ISO – 18000 Occupational Health Safety	5
ETS-QTY-005	ISO -1725 Laboratory Management System	5
ETS-QTY-006	SA – 8000 Social Responsibility	5
ETS-QTY-007	Telecom Quality Assurance	3
ETS-QTY-008	Telecom QoS	5
ETS-QTY-009	Total Quality Management	4

## Project Management

Training Code	Training Name	Duration
ETS-PM-001	Project management for beginners	3
ETS-PM-002	Project Management for Manager	5
ETS-PM-003	Telecom Project Management	3
ETS-PM-004	PMP	5

## Business Management

### Agile & Scrum

• Agile & High Speed Testing Techniques	• Agile Boot Camp
• Agile Essentials	• Agile for Executives
• Agile for Product Owners	• Agile Project Management
• An Overview of Agile Project Management	• Certified Scrum Developer Workshop: Hands-On Agile Engineering
• Certified Scrum Product Owner Workshop	• Certified Scrum Master Workshop
• Collaborating and Communicating Agile Requirements	• Hands-On Lean Agile Project Management
• Lean Fundamentals	• Transitioning from Waterfall to Agile

# Training Catalogue

## ITIL List of Trainings

• ITIL version 3.0 Training	• How to Build a Service Catalog
• ITIL Service Capability: Service Offerings and Agreements	• ITIL Service Lifecycle: Continual Service Improvement
• ITIL v3 Foundation	• ITIL in Action Training
• How to Define and Value IT Services	• How to Get Started with ITIL
• How to Measure and Justify IT Services	

## Six Sigma

• Six Sigma Black Belt Certification Week 1	• Six Sigma Black Belt Certification Week 2
• Six Sigma Green Belt Certification Week 1	• Six Sigma Green Belt Certification Week 2
• Six Sigma Jumpstart	• Six Sigma KnowledgeCenter
• Six Sigma Master Black Belt Certification Week 1	• Six Sigma Master Black Belt Certification Week 2

## Customer Support

Training Code	Training Name	Duration – Days
ETS-CS-001	Fundamentals of Call Center and Customer Support	3
ETS-CS-002	Support Management Training	3
ETS-CS-003	Managing Challenging Customers	3
ETS-CS-004	Winning sales through customer services	3
ETS-CS-005	Team management and motivation for Call Center	3
ETS-CS-006	Problem analysis , escalation and fallow up training	3

## Vendor Dependent Training

### List of Vendors

Avaya	Huawei	Cisco
Citrix	Motorola	VMware
EMC	Ericsson	IBM
Microsoft	NSN	VMware
Oracle	ZTE	Red Hat
SonicWALL	Juniper	Sun

# Training Catalogue

---

## How to get Registered

You can get registered by sending email on [zeeshan.ahmed@etspk.com](mailto:zeeshan.ahmed@etspk.com)

Contact Training Manager @ +92 – 3034452001 and get registered

## Customised Training

All trainings are also available in Customised modes. To get Customised Course outline which suits your needs please contact us on [zeeshan.ahmed@etspk.com](mailto:zeeshan.ahmed@etspk.com) or call on +92 – 3034452001

## Modes of Training

All trainings are available in different modes , which can be one of the following:

- On Site Training in Customer facility
- On Line Training any where
- Class Room Training in ETS facility (Islamabad , Dubai, Abu Dubai)

## Contact Us

Engineering & Technology Solutions

Islamabad– Pakistan

Contact : +92 – 3034452001

Whatsapp: +92 - 3338742754

Email: [zeeshan.ahmed@etspk.com](mailto:zeeshan.ahmed@etspk.com)

Web : [www.etspk.com](http://www.etspk.com)