

Telco Executive Certificate (TEC)

The TEC program recognizes telco executives who have completed the course requirements below. Courses are divided among four areas of study (Policy, Technology, Business, and Governance) and each area contains both core and elective courses. Eligible courses are offered in rotation at NTCA conferences, online through the NTCA Live Learning Center, and at pre-approved statewide association meetings.

| CORE | | | | ELECTIVE | | | | TOTAL |
|----------|------------|-----------|------------|-----------|------------|-----------|------------|------------|
| Policy | Technology | Business | Governance | Policy | Technology | Business | Governance | 20 credits |
| 1 credit | 2 credits | 2 credits | 4 credits | 4 credits | 3 credits | 3 credits | 1 credits | |

Course titles below indicate topic categories. Specific course content is described in meeting programs. Because course content changes for each meeting, courses may be repeated for credit. Each course is equivalent to 1 credit

| CORE COURSES | | ELECTIVE COURSES | |
|---|--------------------|--------------------------------------|--------------------|
| <u>Courses</u> | <u>Course Code</u> | <u>Courses</u> | <u>Course Code</u> |
| Policy | | Policy (select any four) | |
| Regulatory | P101 | Pre-Approved Non-NTCA Session | P100 |
| | | Advocacy | P102 |
| Technology (select any two) | | Legal | P103 |
| Network | T101 | Grassroots | P104 |
| Telecom Fundamentals | T102 | Outreach | P105 |
| Business (select any two*) | | Technology (select any three) | |
| Telco Revenues | B101 | Pre-Approved Non-NTCA Session | T100 |
| Finance for Telecommunications | B102 | Wireline | T103 |
| Business Combinations & Partnering | B103 | Wireless | T104 |
| Capital Credits* | B104 | Devices | T105 |
| <i>*Cooperatives must take a Capital Credits Course</i> | B105 | Trends | T106 |
| | | Data | T107 |
| Governance (select any four) | | Apps | T108 |
| Reading Financial Documents | G101 | Telecom Industry | T109 |
| Legal Liabilities | G102 | Cybersecurity | T110 |
| Bylaws | G103 | | |
| Policy | G104 | Business (select any three) | |
| Board/Manager Relations | G105 | Pre-Approved Non-NTCA Session | B100 |
| | | Human Resources | B105 |
| | | Strategic Planning | B106 |
| | | Economic Development | B107 |
| | | Marketing | B108 |
| | | Management | B109 |
| | | Business Skills | B110 |
| | | Compensation Issues | B111 |
| | | Community Development | B112 |
| | | Risk Management | B113 |
| | | Governance (select any one) | |
| | | Pre-Approved Non-NTCA Session | G100 |
| | | Director Responsibilities | G106 |
| | | Succession Planning | G107 |
| | | Board Planning | G108 |