



Telecomunicações: Desafios e Oportunidades para Novos Negócios

Schedule for March 14 and 15

Friday, March 14, 9:00-18:00

Morning Session

9:00 **Telephony: Technology and Business Models (I)**
Prof. Paul Vaaler (Tufts University)

10:30 *Coffee break*

10:45 **Telephony: Technology and Business Models (II)**
Prof. Lee McKnight (Syracuse University)

12:00 Duarte Lopes (Optimus)

12:45 Discussion

13:00 *Lunch Break*

Afternoon Session

14:15 Pedro Pinheiro (TMN)

15:00 *Coffee Break*

15:15 Participants' Presentations

16:45 **Telephony: Technology and Business Models (III)**
Prof. Paul Vaaler (Tufts University)
Prof. Lee McKnight (Syracuse University)

17:30 Discussion and Conclusion

18:00 *Close of Seminar*

Saturday, March 15, 9:00-13:00

9:00 **ANT Privatization Negotiation: Strategy and Privatization in the Telecom Sector**
Prof. Paul Vaaler (Tufts University)
Prof. Lee McKnight (Syracuse University)

10:00 Negotiation of Privatization Terms

12:00 Presentation of Results

12:30 Debriefing

13:00 *Close of Seminar*