1. Record Nr. UNINA9910830815103321 Autore Saxtoft Christian **Titolo** Convergence: user expectations, communications enablers and business opportunities / / Christian Saxtoft Hoboken, New Jersey:,: John Wiley,, c2008 Pubbl/distr/stampa [Piscatagay, New Jersey]:,: IEEE Xplore,, [2008] **ISBN** 1-282-34978-3 9786612349782 0-470-98779-0 0-470-98778-2 Descrizione fisica 1 online resource (252 p.) Collana Telecoms explained Disciplina 384 621.382 Soggetti **Telecommunication Business - Communication systems** Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Introduction -- List of Abbreviations -- PART I: EXPERIENCE OF THE END-USER -- Chapter 1: Communications in a User Perspective -- 1.1 History of the Communications Services Users -- 1.2 The 'Long Tail' --1.3 A Fragmented User Community -- 1.4 Knowledge: A Human Resource -- 1.5 Summary -- 1.6 References -- Chapter 2: The Convergence Culture Square -- 2.1 Different Dimensions to Convergence -- 2.2 Social Changes -- 2.2.1 Consumer Production --2.2.2 A Participatory Culture -- 2.3 Convergence in Thinking -- 2.4 Change Management Challenges -- 2.5 Value Perception -- 2.5.1 Management of User Expectations -- 2.5.2 Terminal-Based Services --2.6 Summary -- 2.7 References -- PART II: CONVERGENT BUSINESS MODELS -- Chapter 3: Market Trends and Predictions -- 3.1 Towards End-User Focus -- 3.2 Changing Patterns in the Communications Industry -- 3.2.1 Classification of CSPs -- 3.2.2 User Behaviour -- 3.3 Important Market Characteristics -- 3.4 Value Systems in the

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Sommario/riassunto

Convergence: User Expectations, Communications Enablers and Business Opportunities offers a user-centric and business-oriented analysis of the rapidly changing communications industry. Clear summaries of key technology areas provide the backdrop for an extensive analysis of the expectations set by users and the challenges and opportunities this presents to companies. The process of convergence is characterised by complex interactions between different technical fields, business areas and end-user relations, where traditional telecommunications services, internet-based services and media broadcast services are blending into a continuum of rich new offerings. With these changes the existing hardwired links between user services and specific industry segments are rapidly dissolving. . Presents guide to end-user market trends and expectations . Includes models and analysis of new industry structures and dynamics. Contains comprehensive discussion of innovation as a business driver. Provides wide range of references to reflect the cross-disciplinary scope of convergence. Offers motivation and suggestions for refocus of key business strategies Convergence bridges the fields of business, economics, technology and social studies and analyses business models and practices from across a range of industry segments. The wide scope makes the book an ideal text for technically-minded executives, business-oriented engineers and anyone with an interest in the intricacies of the convergence triggered market changes.