



ITU Policy and Economic Colloquium for the Americas IPEC-22 Regional Economic Dialogue (RED)

Raul Katz
Columbia University
USA



As an international management consulting executive, Dr. Raul Katz has provided direction to CEOs and other top management of major telecommunications, software, and digital companies in the areas of business strategy, consumer/industrial marketing, and general management. He managed projects in the areas of demand forecasting, scenario planning, competitive analysis, market entry strategy, churn management and new product development. Dr. Katz conducted assignments in the United States, Europe, Asia, the Middle East and Latin America.

He is currently President of Telecom Advisory Services, a firm that advises clients in the interrelated fields of strategy, economics, and regulation. Before founding Telecom Advisory Services, he was a Lead Partner at Booz Allen Hamilton, where he was a member of the firm's Leadership Team and Head of the US and Latin America telecommunication practices. In addition to President of Telecom Advisory Services, he is a Director of Business Strategy Research at Columbia University's Center for Tele-Information and has taught for fifteen years a course on Strategies in Digital Industries at the Columbia Business School. He is also a Visiting Professor at the University of San Andrés (Argentina).

Dr. Katz has published articles in journals such as Telecommunications Policy, Strategy and Business, Communications and Strategies, Intereconomics, and The Information Society. Dr. Katz received his Ph.D in Management Science and Political Science and an MS in Communications Technology and Policy from the Massachusetts Institute of Technology.