

Examination 18.12.2013

T-109.4300 Network Services Business Models (3 cr)

Mark clearly on each paper:

- T-109.4300 Network Services Business Models
- Examination 18.12.2013
- Family name, first name
- Training program, student number

Answer to two of the questions 1 - 3 and to the compulsory question 4, only based on the content of the required material and lectures. Applied question 5 is also compulsory to all. Try to structure your answer before starting to write and **pay special attention to clear handwriting**. The answers will be reviewed in scale 0-6 and the maximal score is accordingly 24.

1. Management of market uncertainty
2. Factors affecting to the network growth
3. Internet business models (describe min 6)
4. Define the following concepts shortly (1p / concept):

two-sided network, dominant design, lock-in, ARPU, public cloud, economies of scale

5. Describe the influence of Internet to the substitution of mobile services and analyze how the teleoperators could renew their business based on the exam material and your personal knowledge.