

## RAUL L. KATZ

Dr. Raul L. Katz is Director of Business Strategy Research at the Columbia Institute for Tele-Information and an Adjunct Professor in the Finance and Economics Division at Columbia Business School. He is also President of Telecom Advisory Services ([www.teleadvs.com](http://www.teleadvs.com)), a boutique firm that advises technology clients in the fields of strategy, regulation and business development. In 2004, Dr. Katz retired as 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.

During his career, he has worked extensively in the planning and development of high technology businesses, particularly telecommunications. Dr. Katz managed projects in the areas of demand forecasting, scenario planning, competitive analysis, market-entry strategy, customer loyalty and new product development. He has led engagements in the United States, Europe, Asia and Latin America, in particular advising governments on telecommunications universal service policies, carrier privatization, industry liberalization and national software strategies. In the last two years, Dr. Katz has been particularly focused on analyzing the economic impact of broadband telecommunications. In this context, he has led a research project on the employment effects of the broadband stimulus package in the United States and studies of the economic impact of broadband in Germany, Switzerland and Latin America.

Dr. Katz has published articles in journals such as *Telecommunications Policy*, *Telephony*, *Communications and Strategy*, *Intereconomics*, *Strategy and Business*, *America's Network* and *The Information Society*. His book *The Information Society: an International Perspective*, focusing on the deregulation trends in worldwide telecommunications, was published in 1988. His book *Creative Destruction: Business Survival Strategies in the Global Internet Economy*, addressing the discontinuities in the telecommunications industry, was published in 2000, and translated into Japanese. His last book- *The role of ICT in Economic development*- was published in 2009.

Dr. Katz received his Ph.D. in Management Science and Political Science and an M.S. in Communications Technology and Policy from the Massachusetts Institute of Technology. In addition, he holds a Licence in History and a Maîtrise in Political Science from the University of Paris-Sorbonne, as well as a Licence and a Maîtrise (with honors) in Communication Sciences from the University of Paris.