

ADDITIONAL PRAISE FOR *THE ESSENTIAL GUIDE TO TELECOMMUNICATIONS*

“From starting entrepreneurs to industry veterans, employees from all kinds of network communications companies have found this primer to be an excellent reference book and interesting reading . . . the best way to keep current on evolving technology.”

—Carol J. Meier, Executive Director, Massachusetts
Network Communications Council

“With jargon-free definitions, clear schematic drawings, and its steady narrative drive, The Essential Guide to Telecommunications is a reassuring testament to the human ability to comprehend and communicate at some fundamental level even the most bewildering technology.”

—David Warsh, Editor, Economic Principals.com

“I find this book very useful for my graduate students in business and economics to become familiar with an up-to-date explanation of modern telecommunications.”

—Jerry Hausman, McDonald Professor of Economics, MIT

“Annabel Dodd has distilled down the essential elements of digital communications and cogently translated the technobabble of the telecommunications revolution. This fine new edition of her book explains how Internet Protocol-based broadband networks will affect consumers, companies, and communities as the inexorable march of digital technologies continues . . .”

—Congressman Edward J. Markey, Ranking Member
Subcommittee on Telecommunications, Trade and
Consumer Protection

“Annabel Dodd's Guide is an excellent source of technical information that's understandable to people who never studied engineering. I use it regularly.”

—Jon Van, technology reporter, *The Chicago Tribune*

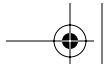
“The Essential Guide to Telecommunications is probably one of the most useful and well-written books on our telecom bookshelf. Annabel Z. Dodd does a great job in capturing a snapshot of the current telecom industry. Even those with little or no technical training should be able to understand the text. This is the perfect book for salespeople who want to learn more about the products and services they are selling, or for those who just want to keep up to date on the latest in telecom technology.”

—William Van Hefner, President, Vantek Communications, Inc.

“As a technology management consultant, I am often required to have hands-on knowledge on a wide range of technology topics. Whenever I need quick and accurate information on telecommunications technology, I turn to The Essential Guide to Telecommunications. I find it to be a very valuable reference.”

—Lumas Kendrick, Jr., Kendrick Technology Associates





“The Essential Guide to Telecommunications is a fine guide to the field, readable by anyone, useful to everyone. As a first guide to the field, as a reference, and as a commentary on the history and strategy of telecommunications, it is simply superb.”

—Andrew Allentuck, Review Editor, Globetechnology,
THE GLOBE AND MAIL, Toronto

“People who enjoy a straightforward view of the ever-changing world of high technology will like this book. I did.”

—William Sherry, Product Specialist,
Messaging & Mobility Applications, Avaya

“Ms. Dodd continues to provide an excellent and thorough text on the telecommunications industry. As in her previous editions, she presents a good balance of technical- and business-related information that is readily understandable by anyone with an interest in this key component of today's business environment. In her new edition, she has captured many of the recent changes in this dynamic field that will affect every company in the years ahead. I strongly recommend her book to anyone who wants a better understanding of telecommunications.”

—Joe McGrath, Vice President,
Information Technologies, Sepracor Inc.

“After reading The Essential Guide to Telecommunications, I regret that there is not an Oscar given to authors. ANI, DNIS, ILEC, MMDS—Are you familiar with all of these terms? If you are, then you move to the front of the class. If you are not, then you're among 90 percent of the population that might just be missing out on some of the latest technological advancements that can significantly impact your business and increase your bottom line. It pays to read Dodd's book and gain an insight in this fast-changing field.”

—Brad Tuttle, Chief Operating Officer, ITV Direct Inc.

“This book is an excellent resource to understand the technologies used in the data and telecommunications industry. Dodd brings together the descriptions, standards, and history to not only answer “what” but also “why.” In particular, those new to the industry will appreciate the clear language and broad scope.”

—Brent D. Stewart, Course Director, Global Knowledge

“I have used this book in my classes on Internet and telecommunications policy for years, and each edition is always the best and most thorough explanation of these complex topics. And I always tell my students to keep this book handy as a basic reference on issues that will undoubtedly be part of their careers in the future.”

—Gary Chapman, LBJ School of Public Affairs,
University of Texas at Austin

