



REG-106 - Effective Telecom Competition: Finding a Balance



Next session: 2 - 6 October 2017, Amsterdam



Description

The telecom environment is in constant evolution and competition is fierce. One of the difficult roles of a regulator is to put in place any needed ex-ante regulation to stimulate competition, but at the same time to not over-intervene, allowing market forces to be the real drivers of competition.

This 5-day training course allows participants to analyze and discuss important current issues related to competition in the telecommunications sector; from competition safeguards such as dominant carrier regulation to the new challenges of digital competition and net neutrality. The course includes a combination of presentations, case studies, group workshops and facilitator-led discussions.

Learning Outcomes

At the end of the course, participants will be able to:

- Explain the increasingly important role of competition law principles in the regulation of telecommunications
- Describe the background for competition policy in telecom regulation
- Identify types of anti-competitive behaviours and assess possible remedies
- Use competition guidelines/safeguards best practices
- Recognize what cannot be left to competition
- Analyze digital competition and net neutrality and identify their impacts on competition

Topics

**Note: the course structure may be subject to change as trainings are updated on a regular basis.*

The training course covers the following topics:

Day 1

Setting the stage – Global trends and impacts

- The shift to competition
- Market evolution and trends
- New telecom players
- *Workshop #1 - Trends and impacts*
- New services and offers
- Impacts for operators and regulators
- *Workshop #2 - Where are we?*

Competition: an overview

- Economic theory of competition
- Types of competition

Day 2

Fundamental competition law concepts

- What is competition policy?
- Monopoly power
- Substitution
- Market power
- Market definition/relevant market
- SSNIP/hypothetical monopolist test
- Geographic market
- *Workshop #3 - Defining the Relevant Product Market*

- Barriers to entry
- Bright line tests
- Competitive constraints and defence

Anti-competitive practices

- Abuse of dominance
- *Case study - The Commerce Commission vs. Telecom Corporation of New Zealand Limited and Telecom New Zealand Limited*
- Bundling/tying
- Anti-competitive pricing
 - Vertical price squeeze
 - Predatory or exclusionary pricing
- Cross-subsidization
- Refusal to supply
- Mobility restraints/locking-in customers
- Undue preference
- Collusive arrangements

Day 3

Approaches to regulation

- Competition policy
- Evolution of regulation
- Economic regulation or competition?
- Workshop #4 - Regulatory model
- Regulatory forbearance
- *Case study - Bahrain: The respective roles of ex ante and ex post regulation*

Wireless competition – Regulation and spectrum policy

- Introduction of wireless on an unregulated basis
- Barriers to entry
- Increased regulatory intervention
- Importance of mobile broadband
- Shift in spectrum allocation policy and its impacts
- *Workshop #5 - Spectrum War Fears Over ICASA Auction*
- Infrastructure sharing

Anti-competitive remedies

- Dominant carrier regulation
- Addressing anti-competitive behavior
- Structural and other ex-ante remedies
- Resale

- *Workshop #6: MVNOS and competition*
- Infrastructure sharing
- Facilities-based competition
- Sharing and competition

Day 4

Anti-competitive remedies (cont'd)

- Infrastructure sharing
- Facilities-based competition
- Sharing and competition
- *Case study - Openreach and functional separation*

What cannot be left to competition/market forces

- Interconnection and access
- Consumer protection
- *Workshop #7 - Google and the 'Right to be Forgotten'*
- Universal access obligations

Mergers, acquisitions and joint ventures

- Overview
- The role of regulation
- Horizontal mergers
- *Case study - Hutchison's Proposed Acquisition of Telefonica UK*
- Vertical mergers
- Joint ventures
- *Case study - Telus Mobilicity Bid*

Day 5

Digital competition and net neutrality

- Age of disruption
- Emergence of OTT
- Impacts of OTT on operators
- Net neutrality
- *Workshop #8 - Zero-Rating*
- Regulatory developments - operators
- Regulating disruption

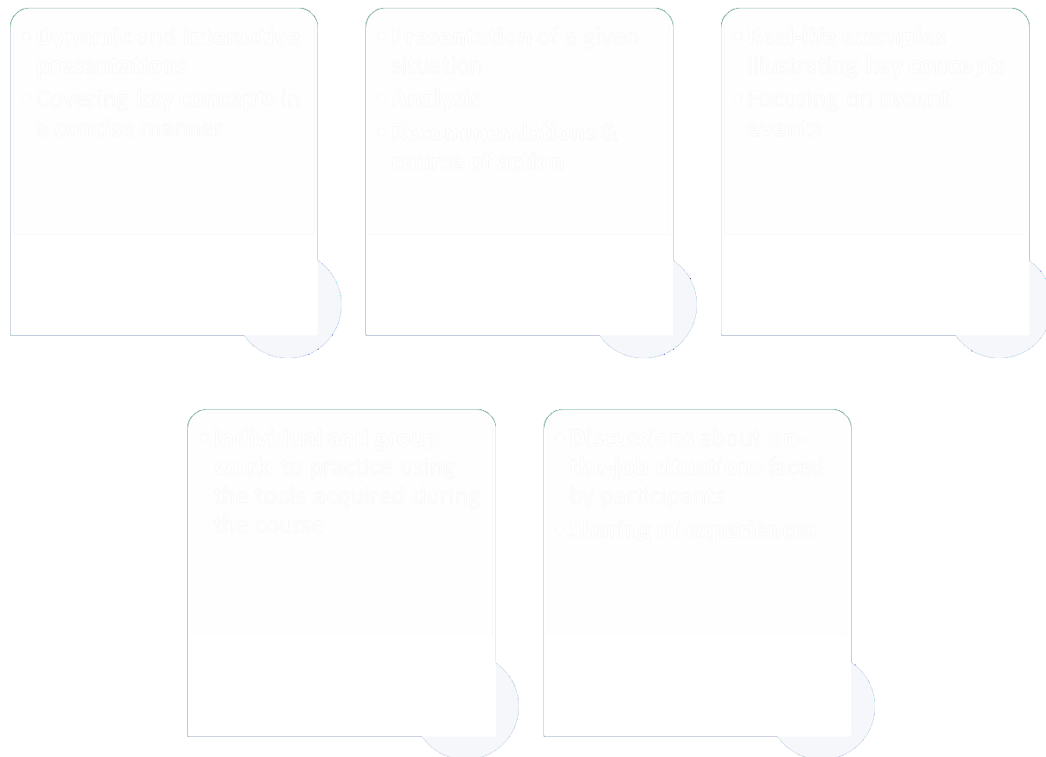
Target Audience

- Telecom regulators

- Telecom operators (incumbents and challengers)
- Telecom policy-makers, law firms, consultants and other interested parties

Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.



Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at training@neotelis.com for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at training@neotelis.com for more information and a Proposal.

About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.

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