



REG-106 - Effective Telecom Competition: Finding a Balance



EFFECTIVE TELECOM COMPETITION FINDING A BALANCE

Next session: 22 - 26 October 2018, London



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

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 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

The training course covers the following topics:

DAY 1

- Competition and digital disruption
 - The shift to competition
 - Digital disruption
 - Disruptive competition in telecommunications
 - Market evolution and trends
 - OTT evolution
 - Challenges and impacts for operators
 - Challenges and impacts for regulators
 - *Workshop: Where are we?*
- Competition: an overview
 - Economic theory of competition
 - Types of competition in telecom markets
- Fundamental competition policy concepts in telecom (Part 1)
 - What is competition policy?
 - Monopoly power
 - Substitution
 - Market power
 - *Preparation for Day 2 Case Study*

DAY 2

- Fundamental competition policy concepts in telecom (Part 2)
 - Market definition/Relevant Market
 - SSNIP/hypothetical monopolist test
 - Geographic market
 - Barriers to entry / expansion
 - Competitive constraints and defence
 - *Workshop: Revisiting barriers to entry and expansion*
- Anti-competitive practices
 - Abuse of dominance
 - *Case Study: The Commerce Commission vs. Telecom New Zealand*
 - Anti-competitive practices
- Approaches to regulation
 - Competition policy
 - Evolution of regulation
 - Economic regulation or competition?
 - Regulatory forbearance

- The respective roles of ex ante and ex post regulation
- *Workshop: South Africans pay the price*

DAY 3

- Wireless competition – Regulation and spectrum policy
 - Introduction of wireless with light-handed regulation
 - Increased regulatory intervention
 - Importance of mobile broadband
 - Shift in spectrum allocation policy
 - Infrastructure sharing
 - Unintended impacts of regulatory intervention
 - *Workshop: Rethinking the approach to regulation in mobile*
- Anti-competitive remedies
 - Anti-competitive remedies
 - Separation as a remedy
 - Market entry strategies to increase competition
 - *Workshop: MVNOs and competition*
 - Sharing and competition
 - *Case Study: OpenReach and functional separation*

DAY 4

- What cannot be left to competition and market forces
 - National ICT strategy
 - Consumer protection
 - Privacy
 - Dispute resolution
 - Universal access obligations
- Mergers, acquisitions and joint ventures Overview
 - Horizontal mergers
 - *Workshop: Proposed merger of O2 and Three*
 - Vertical mergers
 - Joint ventures

DAY 5

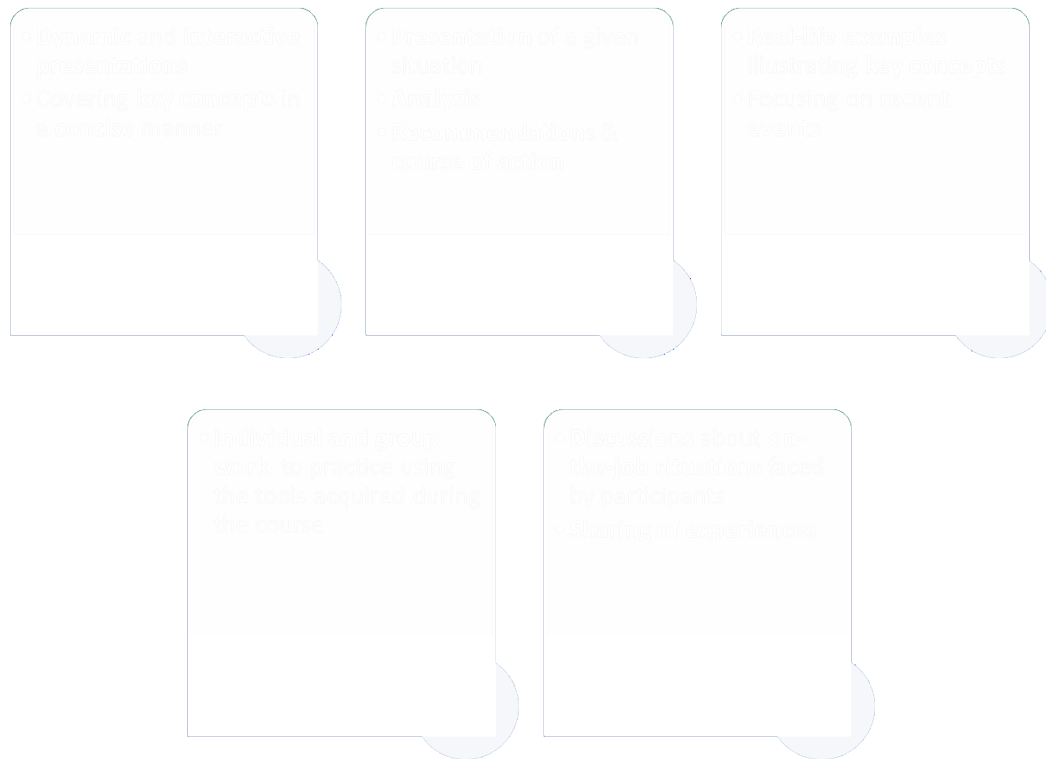
- Net neutrality and zero-rating
 - Net neutrality and zero-rating
 - Regulatory approaches
 - *Workshop: Zero-rating, the bleeding edge of the Net Neutrality debate*
- New approaches to regulation and policy
 - Challenges in regulating OTT and other digital services
 - A new approach
 - Applying functional regulation in a neutral fashion
 - *Workshop: Tightening the reins on innovation*

Target Audience

- Telecommunications managers and personnel involved in telecom regulation and policy-making
- Managers looking to complement their skill-set by gaining a good understanding of telecommunications regulation

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.



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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.

... Telecom Leaders Use Neotelis. Don't Get Left Behind! ...



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