

## REG-108 - Telecom Regulation for Today - Adapting to Change



Next session: 3 - 7 September 2018, Amsterdam



### Description

The telecom world is changing and so regulation must change with it. To ensure an equitable telecom environment that responds to the needs of consumers and other stakeholders, it is essential for operators and regulators to understand current regulatory issues and approaches for dealing with those issues.

This 5-day training course provides participants with the knowledge and competencies required to successfully evolve in today's telecom regulatory environment. The course includes discussions and analysis of the key issues and tools available to ensure a fair and equitable telecom environment that is adapted to a changing world.

## Learning Outcomes

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

- Identify current regulatory challenges faced by the telecom industry
- Apply effective regulation principles to competition policy and licensing
- Discuss best practice approaches to regulation of interconnection and access, pricing, roaming and quality of service
- Analyze current regulatory issues represented by scarce resources such as spectrum
- Make use of current regulatory approaches in areas such as VoIP and OTT services, Local Loop Unbundling (LLU), mobile money and net neutrality, IoT, IPTV, privacy and security, and universal broadband access
- Apply best practices from the regulation of the telecom industry worldwide

## Topics

The training course covers the following topics:**DAY 1**

- Setting the stage: Global telecom trends and impacts on the industry
  - Market evolution and trends
  - New and evolving players
  - Key services
  - Challenges and opportunities for service providers and regulators
  - *Workshop - Trends and impacts*
- Regulation and the regulator in today's industry
  - Why regulate?
  - *Workshop - Where are we?*
  - Principles of effective regulation
  - Roles and responsibilities of the regulator
  - *Workshop - Regulatory priorities*

### DAY 2

- Regulation to increase competition
  - Competition policy
  - Regulatory intervention
  - Market entry strategies to increase competition
  - Structural remedies
  - *Workshop - Promoting increased competition*
  - Enforcement
  - *Workshop – Case study: Enforcement – When enough is too much*
- Licensing
  - *Workshop - Licensing*
- Broadband, wireless and spectrum policy
  - Different regulation of mobile and increased intervention

- Barriers to entry
- Importance of spectrum for mobile broadband
- Shift in spectrum allocation policy and its impacts
- *Workshop – Case Study: Spectrum sharing*
- Price regulation
  - Why regulate prices?
  - Evolution of pricing approaches
  - On-net mobile pricing
  - Deregulation or forbearance?

### DAY 3

- Roaming
  - Defining the issue – why regulate?
  - Regulatory principles and approaches
  - Price caps
  - Substitution
- Interconnection and unbundling regulation
  - Relevance of interconnection
  - Regulator's role
  - Interconnection best practices
  - Unbundling
  - Mobile termination
  - Interconnection costing and pricing
  - Interconnection QoS
  - Interconnection trouble spots
  - *Workshop – Interconnection and unbundling*

### DAY 4

- Digital disruption, convergence and transformationDigital disruption
  - Network convergence driving digital transformation
  - Evolution of OTT
  - The disruptor business model
  - Opportunities for operators
  - Regulating OTT and platform-based competition
  - *Workshop – Case Study - Good or greed?*
- Mobile money
  - Key considerations in mobile money regulation
  - Key regulatory challenges and approaches
- Internet of Things (IoT)
  - Introduction to IoT
  - IoT and national strategies
  - Mobile IoT and 5G
  - Opportunities for operators
  - Regulating the IoT

- IPTV/streaming video
  - IPTV in fixed markets
  - OTT, disruption and mobile
  - OTT and mobile
  - Video as opportunity for MNOs
  - Regulatory issues

## **DAY 5**

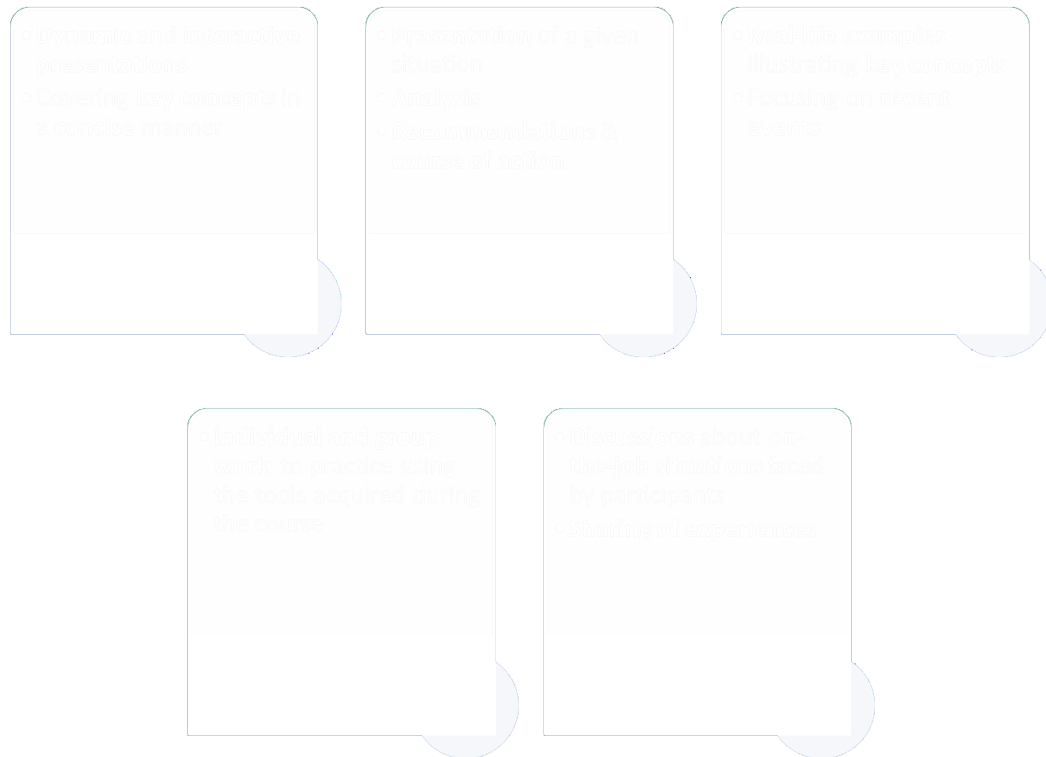
- Disruption and regulatory reform
  - Shift to OTT and market power
  - Regulatory reform: a possible model
  - Revisiting net neutrality and undue preference
  - *Workshop – Rethinking regulation in a digital world (part 1)*
- What cannot be left to competition and market forces
  - National ICT strategy
  - Consumer protection
  - Privacy
  - Dispute resolution
  - Universal access obligations
  - *Workshop – Rethinking regulation in a digital world (part 2)*

## **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](mailto: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](mailto: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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4802 de Verdun St, Office #1, Montreal, QC, H4G 1N1 Canada  
Tel: +1 514 281 1211 Fax: +1 514 281 2005  
[info@neotelis.com](mailto:info@neotelis.com)