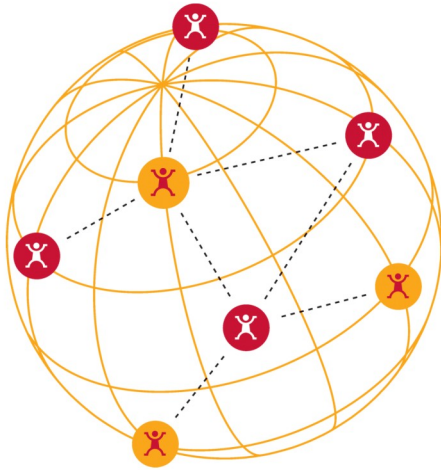


TRAINING PROGRAM OUTLINE



REG-101E **MANAGEMENT OF REGULATORY AFFAIRS**

DESCRIPTION

A 5-day Training Program to provide participants with the basic knowledge, tools and techniques to successfully establish and manage the regulatory affairs function of a telecommunications operator.

OBJECTIVES

- Provide participants with an understanding of the global and competitive telecommunications environment and its impact on operators
- Present the basic concepts of regulation and of the role, responsibilities and organizational structure of the regulator
- Give an understanding of how to establish and manage a regulatory affairs group within a telecommunications operator
- Provide the knowledge, tools and techniques necessary to deal effectively with regulatory and policy-making agencies
- Review the current key issues in regulation



TOPICS

- The global and competitive telecommunications environment
 - Deregulation and competition
 - Globalization
 - New telecom players
 - New technologies and services
 - Global trends, impacts and challenges for operators
- Regulation and the regulator
 - The need to regulate
 - Principles of effective regulation
 - Role and responsibilities of the regulator
 - Organization of the regulator
- Regulatory affairs
 - Introduction
 - Importance
 - Role and responsibilities
- Establishing and managing the regulatory affairs function
 - Organizational structure
 - Profile of personnel
 - Staffing
 - Objectives
 - Relationship with other internal functions
- Dealing with regulatory and policy-making agencies
 - Regular communications
 - Ad hoc communications
 - Lobbying
- Current issues in regulation

TARGET AUDIENCE

- Telecommunications managers and personnel who are involved with regulatory issues and have interaction with regulatory and policy-making agencies
- Managers looking to complement their skill-set by gaining a good understanding of regulatory affairs in telecommunications

METHODOLOGY

Our Training Programs combine expert presentations, workshops, case studies and discussions on real-life situations faced by participants. Complete training material is provided to all participants for future reference and follow-up action plans.

LOCATION

Our Training Programs are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead Training Programs at the location of your choice. If interested, please contact us at training@neotelis.com.

EXPERTISE

Neotelis provides consulting and training services to telecommunications organizations worldwide. Its team of experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 100 countries around the world.

