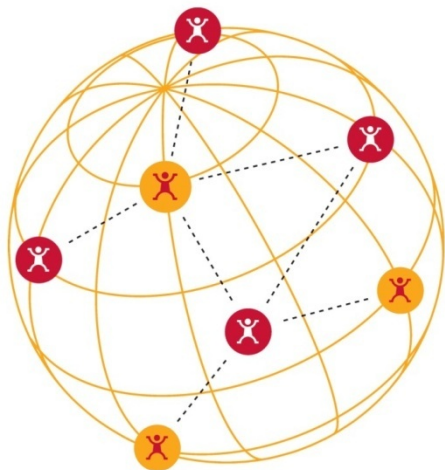


## TRAINING PROGRAM OUTLINE



### REG-106E **COMPETITION ISSUES IN TELECOMMUNICATIONS**

#### DESCRIPTION

A 5-day Training Seminar on important current issues related to competition in the telecommunications sector; comprised of a combination of lectures/presentations, case studies, group workshops and facilitator-led discussions.

#### OBJECTIVES

- Provide participants with a better understanding of the increasingly important role of competition law principles in the regulation of telecommunications
- Present a view of where we are in the telecom industry and why it is important to understand competition principles in telecom regulation
- Provide a background for competition policy in telecom regulation
- Review types of anti-competitive behaviour
- Explore competition guidelines/safeguards best practices



## TOPICS

- Introduction: Setting the stage
- Economic theories
- Types of competition in telecom markets
  - Perfect competition
  - Effective competition
  - Market competition
  - Sustainable competition
- Fundamental competition law concepts in telecom
  - Monopoly power
  - Price elasticity
  - Substitution
  - Market definition
  - Market power
  - Barriers to entry
  - Essential facilities
- Economic regulation or competition
- The respective role of *ex ante* and *ex post* regulation
- Anti-competitive offenses
  - Abuse of dominant position
  - Anti-competitive practices
    - Bundling/tying
    - Anti-competitive pricing
      - Price squeeze
      - Predatory pricing, etc.

- Cross subsidization
  - Refusal to supply
  - Mobility restraints/locking-in customers
  - Price fixing
  - Undue preference
- Competition guidelines/safeguards
    - Pricing rules
    - Structural and non-structural separation
    - Mandated access to facilities
    - Quality of service
  - Regulatory forbearance
  - Mergers, acquisitions and joint ventures
  - Collusive arrangements
  - Anticompetitive complaints
    - Preparing a complaint
    - Assessing a complaint
    - Defending an alleged abuse of dominant position
  - What cannot be left up to competition
    - Social obligations (USO/BSO)
    - Consumer protection
    - Interconnection

## TARGET AUDIENCE

- Regulators
- Operators (incumbents and challengers)
- Policy-makers, law firms, consultants and other interested parties

## 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](mailto: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.

