



## REG-106 - Effective Telecom Competition: Finding a Balance

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### Description

*\*This course is also available as a live distance learning course\**

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

## Topic

The training course covers the following topics:

### DAY 1

- Global and competitive telecommunications environment
  - Digital transformation and market evolution
  - New and evolving players
  - Evolving services - IoT, M2M, Cloud Services, AI and Blockchain
  - 5G
  - Challenges and opportunities for operators and regulators
  - *Case Study: Global and Competitive Telecommunications Environment*
  - *Workshop: Where are we on the Path to Competition?*

### DAY 2

- Fundamental competition policy concepts in telecom
  - Different models of competition
  - What is competition policy?
  - Relevant market & substitution
  - Market power
  - SSNIP/hypothetical monopolist test
  - Barriers to entry/expansion
  - Competitive constraints and defense
  - *Workshop: Revisiting Barriers to Entry and Expansion*
- Anti-competitive practices

- Abuse of dominance
- Anti-competitive practices
- *Case Study: Orange to Pay Record Fine for Abuse of Dominant Position*
- Approaches to regulation
  - Competition policy
  - Evolution of regulation
  - Economic regulation or competition?
  - The respective roles of ex-ante and ex-post regulation
  - Regulatory forbearance
  - *Case Study: Competition and the App Stores*

## DAY 3

- Anti-competitive remedies
  - Anti-competitive remedies
  - Separation as a remedy
  - Market entry strategies to increase competition
  - Sharing and competition
  - Unintended consequences: Facilities-based competition versus sharing
  - *Case Study: Separation as a Remedy*
  - *Case Study: Co-Investment*
- Wireless competition – Regulation and spectrum policy
  - Introduction of wireless with light-handed regulation
  - Increased regulatory intervention
  - Importance of mobile broadband
  - 5G-New technologies and new challenges
  - Investment and infrastructure sharing
  - MVNO competition
  - Shift in spectrum allocation policy
  - *Workshop: Rethinking the Approach to Regulation in Mobile*

## DAY 4

- Mergers, acquisitions and joint ventures
  - Overview
  - Horizontal mergers
  - Vertical mergers
  - Joint ventures
  - Internet redefining scale
  - *Workshop: How 5G is Changing the Rules of the Game*
- *Case Study: Telco Vertical Mergers vs. OTT Video Streaming*
  - Video as opportunity for network operators
  - Streaming video and OTT
  - Costs of capacity
  - Costs of content

- *Workshop: Regional Opportunities and Challenges*
- Net neutrality and zero-rating
  - Net neutrality and zero-rating
  - Regulatory approaches
  - *Workshop: Zero-Rating, the Bleeding Edge of the Net Neutrality Debate*

## **DAY 5**

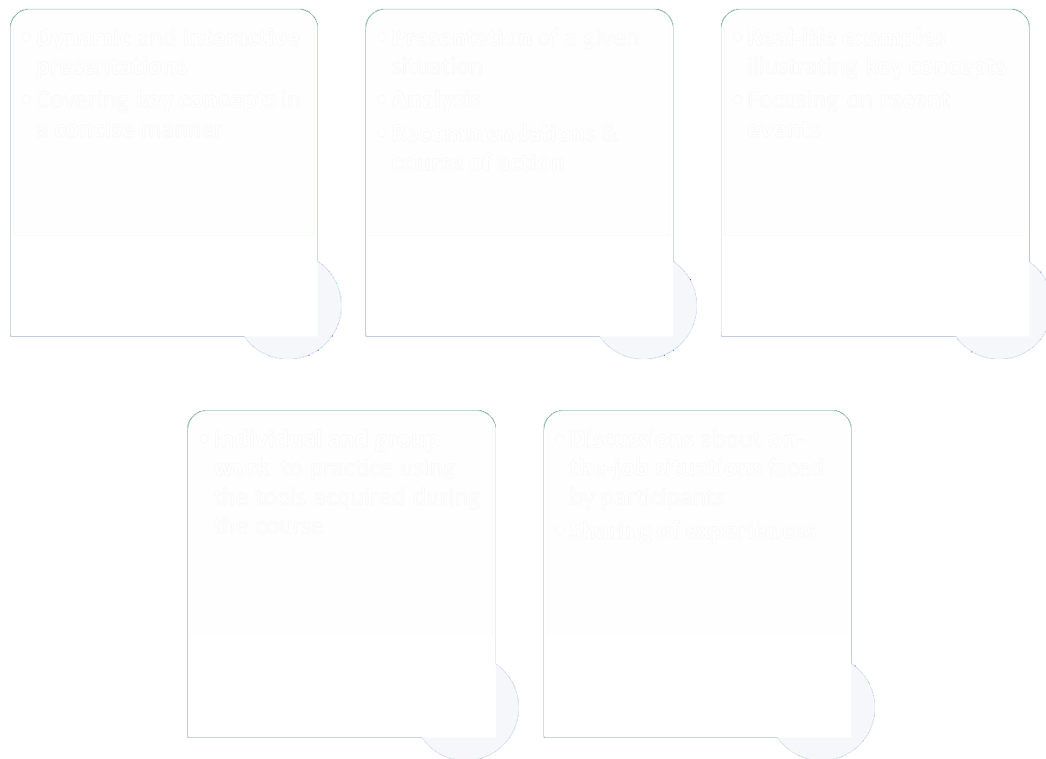
- *Case Study: IoT Competitive Positioning and Business models*
  - The IoT market
  - Spectrum for IoT
  - Security and privacy
  - Emerging regulatory issues
- *Workshop: Securing the IoT*
- Regulation in a time of transformation
  - What cannot be left to competition and market forces
  - Challenges surrounding OTT and other digital competition
  - *Case Study: Consumer Protection*
  - *Workshop: Roundtable Discussion – Rethinking Regulation in a Digital World*

## **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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