



## REG-106 - Beyond Regulation - Stimulating Telecom Competition

### 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 a better understanding of the increasingly important role of competition law principles in the regulation of telecommunications
- Provide a background for competition policy in telecom regulation
- Review types of anti-competitive behaviour and remedies
- Explore competition guidelines/safeguards best practices
- Consider what cannot be left to competition

### Topics

*\*Note: the course structure may be subject to change as trainings are updated on a regular basis.*

#### Introduction: Setting the stage

#### Economic theory of competition

#### Approaches to regulation

- Economic regulation or competition
- Regulatory forbearance
- The respective roles of ex ante and ex post regulation

#### Types of competition in telecom markets

- Perfect competition
- Effective competition
- Market competition
- Sustainable competition
- The real telecommunications world

## **Market entry strategies to increase competition**

## **Fundamental competition law concepts in telecom**

- Monopoly power
- Substitution
- Market power
- Market definition/relevant market
- SSNIP/hypothetical monopolist test
- Geographic market
- Defining the relevant product market
- Barriers to entry
- Bright line tests
- Competitive constraints and defence

## **Abuse of dominance**

## **Workshop - Finding SMP-Dominance**

## **Anti-competitive practices**

- Bundling/tying
- Anti-competitive pricing
- Cross-subsidization
- Refusal to supply
- Mobility restraints/locking-in customers
- Undue preference
- Collusive arrangements

## **Anti-competitive remedies**

- Detailed case study – TRA guidelines
- Comparative study - Singapore IDA guidelines on predatory pricing
- Workshop - Proving and defending abuse of dominance and anti-competitive conduct
- The “Turf War”
- Mergers, acquisitions and joint ventures
  - Overview
  - The role of regulation
  - Horizontal mergers
  - Vertical mergers
  - Joint ventures

- Case study - Acquisition of BellSouth Chile by TEM

### **What cannot be left up to competition / market forces**

- Interconnection and access
- Consumer protection
- Universal access obligations

### **Target Audience**

- Telecom regulators
- Telecom operators (incumbents and challengers)
- Telecom policy-makers, law firms, consultants and other interested parties

### **Methodology**

Our training courses 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 public training courses are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead private training courses at the location of your choice or using a virtual classroom (distance training using a web-conferencing platform). For more information, or if interested in a private session, please contact us at [training@neotelis.com](mailto:training@neotelis.com).

### **About Neotelis**

Neotelis provides training, consulting, conferences and publications to the telecommunications industry 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.