



## REG-100 - Telecom Regulation for Today's World (in French)

### Description

A 10-day training course which will provide participants with an all-around understanding of telecom regulation as it applies in today's world. The course includes discussion and analysis of the key issues and tools available to ensure a fair and equitable telecom environment.

### Objectives

- Obtain a sound understanding of the global telecommunications environment and its impact on the activities of a regulator
- Understand the key principles of regulation including competition policy and licensing and the role and responsibilities of the regulator in these areas
- Understand the role and responsibilities of the regulator with respect to interconnection and tariffs
- Analyze the regulatory issues represented by scarce resources including numbering and spectrum management
- Understand important dispute resolution mechanisms and the role of the regulator in settling disputes
- Assess the regulatory challenges and issues of current regulatory issues such as Next Generation Networks, Net Neutrality, mobile money, roaming, and OTT
- Gain an understanding of the tools available to deal with the regulatory challenges of today's world

### Topics

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

### Overall picture of the global and competitive telecommunications environment

- Evolution of telecom industry structure
- Global telecom trends
- WTO regulatory standards
- Implications for regulators

### Regulation

- The need to regulate
- Principles for effective regulation

## The regulator

- Role & responsibilities
- Organization
- Best practices

## Competition policy, legislation and regulation

- Competition policy
- Telecommunications legislation
- Case studies

## Licenses

## Competitive Safeguards: Significant Market Power (SMP)

- Significant Market Power
- Pricing issues
- Marketing issues
- Dealing with SMP operators
- Enforcement

## Interconnection

- Overview
- Structural policy issues
- Regulatory management issues

## Retail price regulation

- Why regulate prices?
- Rate of Return regulation
- Price cap regulation
- Rate rebalancing
- International price comparisons
- International long distance prices

## Interconnection regulation - RIOs

- Relevance of interconnection
- Types of interconnection
- Regulator's role
- Interconnection best practices
- RIOs and interconnection agreements
- Interconnection trouble spots

## Interconnection costing and pricing

### Local Loop Unbundling (LLU)

- End uses of local loops
- Local loop unbundling
- Broadband market
- SSNIP test
- Market findings
- Costing
- Pricing

### Interconnection pricing approaches

- Interconnection pricing
- Interconnection arrangements
- COBAK

### Market power and regulatory control

- Market power
- Regulatory implications
- Mobile price regulation
- VoIP price regulation

### Roaming

- Defining the issue – why regulate?
- Regulatory approach
- Price caps
- Substitution
- Structural changes
- Next developments?

### Costing and cost modelling

- Why is costing important?
- Is costing complicated?
- Cost causation
- Cost categories
- What information is needed?
- Cost modeling
- Practical implementation of LRIC

### Reference Interconnection Offer (RIO)

- Interconnection agreements and RIOs

- RIO structure and layout

Dispute resolution

Interconnection Quality of Service (QoS)

- Overview
- QoS and interconnection regulation
- QoS for competitors-Canada
- QoS standards

Next generation networks policy and regulation

- Overview
- Change drivers
- Convergence
- Convergence and regulation
- NGN regulation
- NGN consultation process
- Universal service

**NGN pricing and access**

- Overview
- Ofcom - British Telecom (BT)

Net neutrality

- Definitions
- Regulatory approaches
- Regulatory developments in the USA and Europe
- Commercial issues

**Managing scarce resources**

- Scarce resources
- Spectrum management
- Number planning
- Right of way

Protecting consumers QoS-USO-Data collection

- Quality of service regulation
- Consumer protection
- Universal Service/Access and USO
- Industry data collection and publication

Foreign ownership issues

'Spam' regulation

Mobile banking and payment

- Key considerations in Mobile Money regulation
- Key regulatory challenges
- Regulatory approaches

VoIP and other OTT services

- What is VoIP?
- Regulatory challenges arising from VoIP
- Regulatory approaches
- Other OTT services

Regulatory reform and deregulation

- Global telecom trends
- Canadian case study
- EU case study
- Other case studies: Australia, NZ

Sources of telecom regulatory and policy information

Workshops and case studies

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**

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.

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