



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

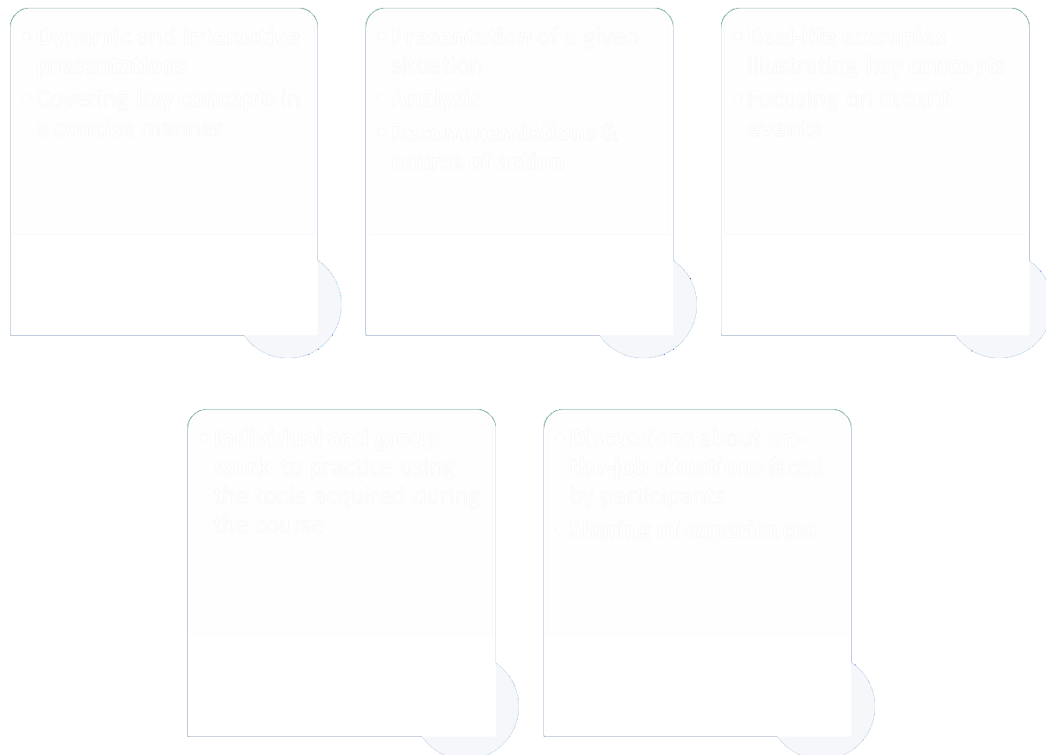
- Interconnection and access
- Consumer protection
- Universal access obligations

Target Audience

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

Methodology

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

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 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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