



## 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**

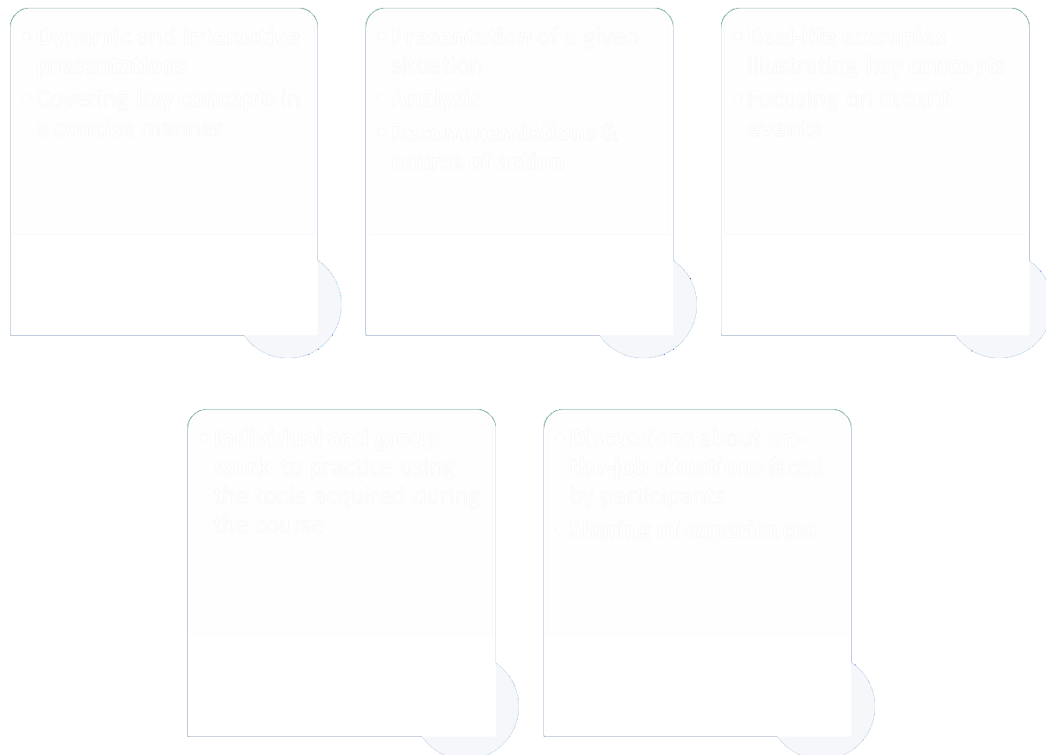
- Interconnection and access
- Consumer protection
- Universal access obligations

### **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](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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