



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



### EFFECTIVE TELECOM COMPETITION FINDING A BALANCE

Next session: 22 - 26 October 2018, London



Neotelis can also deliver an in-house session of this course specifically for your organization.  
Please contact us at [training@neotelis.com](mailto:training@neotelis.com) for more information and a Proposal.

### Description

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

## Topics

The training course covers the following topics:

### DAY 1

- Competition and digital disruption
  - The shift to competition
  - Digital disruption
  - Disruptive competition in telecommunications
  - Market evolution and trends
  - OTT evolution
  - Challenges and impacts for operators
  - Challenges and impacts for regulators
  - *Workshop: Where are we?*
- Competition: an overview
  - Economic theory of competition
  - Types of competition in telecom markets
- Fundamental competition policy concepts in telecom (Part 1)
  - What is competition policy?
  - Monopoly power
  - Substitution
  - Market power
  - *Preparation for Day 2 Case Study*

### DAY 2

- Fundamental competition policy concepts in telecom (Part 2)
  - Market definition/Relevant Market
  - SSNIP/hypothetical monopolist test
  - Geographic market
  - Barriers to entry / expansion
  - Competitive constraints and defence
  - *Workshop: Revisiting barriers to entry and expansion*
- Anti-competitive practices
  - Abuse of dominance
  - *Case Study: The Commerce Commission vs. Telecom New Zealand*
  - Anti-competitive practices
- Approaches to regulation
  - Competition policy
  - Evolution of regulation
  - Economic regulation or competition?
  - Regulatory forbearance

- The respective roles of ex ante and ex post regulation
- *Workshop: South Africans pay the price*

### DAY 3

- Wireless competition – Regulation and spectrum policy
  - Introduction of wireless with light-handed regulation
  - Increased regulatory intervention
  - Importance of mobile broadband
  - Shift in spectrum allocation policy
  - Infrastructure sharing
  - Unintended impacts of regulatory intervention
  - *Workshop: Rethinking the approach to regulation in mobile*
- Anti-competitive remedies
  - Anti-competitive remedies
  - Separation as a remedy
  - Market entry strategies to increase competition
  - *Workshop: MVNOs and competition*
  - Sharing and competition
  - *Case Study: OpenReach and functional separation*

### DAY 4

- What cannot be left to competition and market forces
  - National ICT strategy
  - Consumer protection
  - Privacy
  - Dispute resolution
  - Universal access obligations
- Mergers, acquisitions and joint ventures Overview
  - Horizontal mergers
  - *Workshop: Proposed merger of O2 and Three*
  - Vertical mergers
  - Joint ventures

### DAY 5

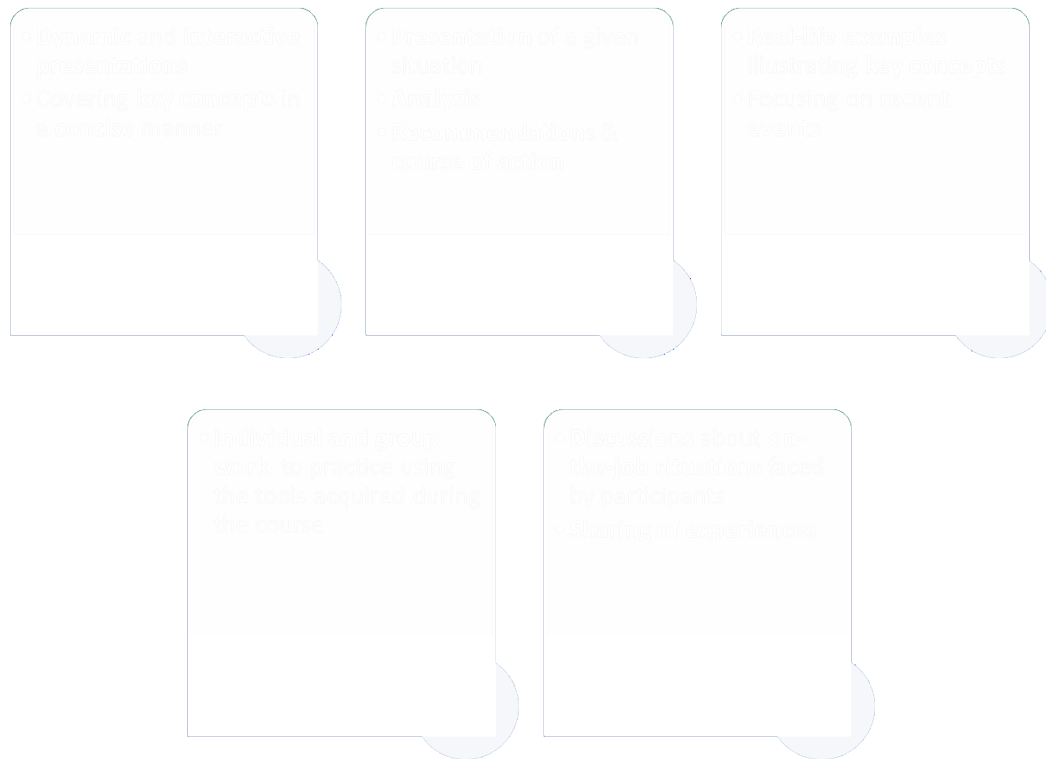
- Net neutrality and zero-rating
  - Net neutrality and zero-rating
  - Regulatory approaches
  - *Workshop: Zero-rating, the bleeding edge of the Net Neutrality debate*
- New approaches to regulation and policy
  - Challenges in regulating OTT and other digital services
  - A new approach
  - Applying functional regulation in a neutral fashion
  - *Workshop: Tightening the reins on innovation*

### 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.



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**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.

... Telecom Leaders Use Neotelis. Don't Get Left Behind! ...



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