



REG-106 - Competition Issues in Telecommunications Public 2019



EFFECTIVE TELECOM COMPETITION FINDING A BALANCE



Neotelis can also deliver an in-house session of this course specifically for your organisation.
Please contact us at 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

Topic

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 on the path to competition?*

DAY 2

- Fundamental competition policy concepts in telecom
 - Different models of competition
 - What is competition policy?
 - Relevant market & substitution
 - Market power
 - SSNIP/hypothetical monopolist test
 - Barriers to entry/expansion
 - Competitive constraints and defense
- *Workshop: Revisiting barriers to entry and expansion*
- Anti-competitive practices
 - Abuse of dominance
 - Anti-competitive practices
- *Case study: Orange to pay record fine for abuse of dominant position*
- Approaches to regulation

- Competition policy
- Evolution of regulation
- Economic regulation or competition?
- The respective roles of ex-ante and ex-post regulation
- Regulatory forbearance
- *Case study: Co-investment - Telcos call on EU to stay the course on deregulation*

DAY 3

- Anti-competitive remedies
 - Anti-competitive remedies
 - Separation as a remedy
 - Market entry strategies to increase competition
 - Sharing and competition
- *Workshop: Do MVNOs always increase competition?*
- *Case study: BT and OpenReach - separate but not separate*
- 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*

DAY 4

- Mergers, acquisitions and joint ventures
 - Overview
 - Horizontal mergers
 - Vertical mergers
 - Joint ventures
 - Internet redefining scale
- *Workshop: How 5G is changing the rules of the game*
- Telco vertical mergers vs OTT video streaming - Case study
 - Video as opportunity for network operators
 - Streaming video and OTT
 - Costs of capacity
 - Costs of content
- *Workshop: (AT&T-Time Warner) Is bigger better?*
- Net neutrality and zero-rating
 - Net neutrality and zero-rating
 - Regulatory approaches
- *Workshop: Zero-rating, the bleeding edge of the net neutrality debate*

DAY 5

- Case study IoT competitive positioning and business models
 - The IoT market
 - Spectrum for IoT
 - Security and privacy
 - Emerging regulatory issues
- *Workshop: The IoT race*
- Regulation in a time of transformation
 - What cannot be left to competition and market forces
 - Challenges surrounding OTT and other digital competition
- *Case study: Consumer protection - Vodafone, Orange breach EU roaming regulation*
- *Workshop: Roundtable discussion - Rethinking regulation in a digital world*

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

Neotelis e-Learning training courses are taken entirely online via Neotelis' Learning Management System **K="en-us">Neledge** and are composed of different training modules using various learning tools such as:



Access to Neotelis e-Learning training courses requires a computer, a headset (or speakers) and a stable Internet connection.

Location

Neotelis e-Learning training courses are accessible on our Learning Management System **KNeolledge** anywhere at anytime.

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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