



## REG-107 - Regulatory Affairs - Managing for Strategic Impact

### Description

A 5-day training course to provide participants with the knowledge, tools and techniques to manage regulatory affairs to work effectively with key stakeholders and have a positive and strategic impact on their own organization.

### Objectives

- Provide participants with an understanding of global trends in telecommunications and the impacts of those changes
- Understand what constitutes effective regulation and a 'best practices' regulator in an ICT-driven world
- Understand the elements of an effective regulatory compliance program for an operator
- Provide the knowledge, tools and techniques necessary to build an effective relationship between an operator and a regulator and other policy-making agencies
- Understand how to position regulatory affairs within an operator to have a positive impact on company success
- Review current key issues in 4th generation regulation and how to deal with the impacts of those issues

### Topics

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

#### **The global and competitive telecommunications environment**

- Global trends and impacts

#### **Regulation and the regulator**

- Key principles of effective regulation in an ICT-driven world
- Role and responsibilities of the regulator
- 4th generation regulation - the 'best practices' regulator

### **Regulation and the operator**

- Roles and responsibilities of the operator
- Building relationships between Regulatory Affairs and other internal functions
- Building an effective compliance program
- Ensuring a positive and strategic impact of Regulatory Affairs

### **Bridging the 'gap'**

- Developing a constructive relationship between an operator and the regulator and other policy-making agencies

### **Managing 4th generation regulatory issues**

- Network convergence, universal broadband access, net neutrality, migration to IPv6, licensing (OTT players), mobile/digital money, consumer protection in the digital age, spectrum reallocation
- Regulatory impacts
- Challenges for operators and regulators and how to address them

### **Case studies and workshops**

### **Target Audience**

- Managers and personnel working for telecom operators who are involved with regulatory issues and have interaction with regulatory and policy-making agencies
- Managers and personnel working for a regulator who have interaction with telecom operators
- Managers looking to complement their skill-set by gaining a good understanding of regulatory affairs in telecommunications

### **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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