Advanced Telecom Pricing Strategies and Regulatory Framework

6 – 10 September 2027
Kuala Lumpur (Malaysia)



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Introduction

In today's rapidly evolving telecommunications industry, understanding both telecom pricing strategies and regulatory frameworks is essential for driving competitiveness and ensuring compliance. This comprehensive course provides an in-depth exploration of telecom pricing models, advanced pricing strategies in the telecom industry, and the complexities of telecom regulation. Participants will explore dynamic pricing, value-based pricing, and cost modeling, alongside gaining a solid understanding of the regulatory framework meaning and how it shapes the sector. From regulatory compliance to pricing optimization analytics, this course will equip participants with the necessary skills to navigate the intricate landscape of telecom pricing and regulation. By the end of the course, you will be prepared to successfully address the challenges posed by both global regulatory frameworks and telecom pricing in the competitive market.

Course Objectives

By the end of this course, participants will:

- Master dynamic pricing and value-based pricing strategies specific to the telecom industry.
- Gain a deep understanding of the regulatory framework and its impact on telecom operations.
- Implement advanced financial analysis and costing models tailored to the telecom sector.
- Analyze the role of regulatory bodies and their influence on telecom pricing strategy and operations.
- Develop negotiation skills for achieving pricing optimization and ensuring regulatory compliance.
- Explore global regulatory framework practices and emerging trends impacting the industry.
- Learn how to apply telecom pricing strategy and regulatory compliance to real-world telecom scenarios.

Course Outlines

Day 1: Foundations of Telecom Pricing and Regulation

- History and Evolution of Telecom Regulations and Pricing Strategies in Telecom Industry.
- Key Regulatory Bodies and Their Roles in Pricing.
- Legal and Policy Frameworks in Telecom: Understanding the foundation of telecom regulation.
- Introduction to Dynamic Pricing Strategies in the Telecom Industry.
- Regulatory Compliance and Enforcement in Telecom Pricing.



Day 2: Regulatory Models, Costing, and Financial Analysis

- Comparative Analysis of Regulatory Models in Telecom.
- Advanced Costing Techniques for Telecom Services ABC, LRIC, FAC.
- Understanding Market Structure, Competition Policy, and Price Regulation in the telecom sector.
- Advanced Financial Metrics for Telecom Pricing ROI, NPV, IRR.
- Strategies for Price Regulation and Tariff Setting in telecom services.

Day 3: Emerging Technologies, Regulatory Challenges, and Pricing Models

- Regulation of Next-Generation Networks 5G, IoT and the Pricing Implications.
- Leveraging Data-Driven Pricing Decisions in Telecom.
- Addressing Data Privacy, Security Regulations, and Net Neutrality.
- Advanced Telecom Subscription Models and Network Pricing Models.
- Managing Spectrum for Emerging Technologies and its Pricing Impact.

Day 4: Negotiation, Stakeholder Management, and International Regulation

- Advanced Negotiation Strategies for Telecom Pricing and Compliance.
- Managing Complex Pricing Negotiations and Stakeholder Engagement.
- The Role of International Organizations ITU, WTO in Telecom Pricing and Regulation.
- Harmonization of Telecom Standards, Regulations, and Pricing Practices.
- Building Long-Term Customer Relationships through Strategic Pricing.

Day 5: Future Trends, Innovation, and Practical Applications

- Emerging Trends in Telecom Pricing: The Role of AI, Machine Learning, and Blockchain.
- Ensuring Regulatory Compliance in Telecom Pricing: Addressing GDPR and Price Transparency.
- Telecom Regulatory Sandboxes and Innovation.
- Adapting to Future Trends in Telecom Pricing and Pricing Optimization.
- Final Project: Applying Telecom Pricing Strategy and Regulatory Framework Concepts to a Real-World Case Study.

Why Attend This Course: Wins & Losses!

- Hands-On Expertise: The course focuses on practical applications, ensuring you understand how to optimize pricing strategies in telecom industry and comply with the latest regulatory compliance standards.
- Comprehensive Coverage: From advanced pricing techniques to global regulatory frameworks, this course covers all the key areas needed to understand and navigate telecom pricing and regulation.
- Strategic Knowledge: Develop key skills in negotiation and stakeholder management for pricing decisions, while also understanding the impact of emerging technologies on pricing models.
- Career Growth: Equip yourself with the knowledge and skills needed to take on leadership roles in telecom pricing, regulation, and policy development.



Conclusion

This course provides a comprehensive overview of the complex world of telecom pricing strategy, regulatory frameworks, and pricing optimization. Participants will gain the expertise needed to manage telecom market analysis, telecom policy, and pricing models to optimize operations and maintain compliance with global regulatory frameworks. By integrating key concepts such as telecom pricing models, regulatory compliance, and pricing optimization analytics, this course prepares you to excel in the evolving telecom industry and stay ahead of emerging challenges.

By completing this course, you will gain a profound understanding of telecom pricing strategy, regulatory compliance, and telecom regulation, allowing you to navigate the complexities of the sector and drive success in the telecommunications industry.

