

## Advanced Telecom Pricing Strategic

*Geneva (Switzerland)*

*23 - 27 December 2024*

UK Training

# PARTNER



## Advanced Telecom Pricing Strategic

Code: HR28 From: 23 - 27 December 2024 City: Geneva (Switzerland) Fees: 4700 Pound

### Introduction :

In today's dynamic telecommunications industry, pricing strategies play a pivotal role in shaping market competitiveness and profitability. The "Advanced Telecom Pricing Strategies" course is a comprehensive and forward-looking program that delves into the intricacies of telecom pricing, exploring innovative techniques, advanced financial analysis, emerging trends, and negotiation strategies. Participants will gain insights into dynamic pricing, value-based strategies, cost modeling, and the evolving landscape of telecom pricing, equipping them to excel in this ever-evolving sector.

### Course Objectives of Advanced Telecom Pricing Strategies :

- Master Dynamic Pricing Strategies
- Implement Value-Based Pricing
- Optimize Segmentation:
- Conduct Competitive Pricing Analysis: Develop skills in competitive analysis to fine-tune pricing strategies and remain competitive in the telecom market.
- Utilize Price Optimization Techniques: Explore advanced price optimization techniques to find the sweet spot between customer acceptance and profitability.
- Apply Advanced Costing Models: Master advanced costing methods ABC, LRIC, FAC to understand the true cost of providing telecom services, facilitating informed pricing decisions.
- Conduct Advanced Financial Analysis: Gain proficiency in advanced financial metrics ROI, NPV, IRR, allowing for more precise financial evaluation of pricing strategies.
- Hone Negotiation Skills: Develop advanced negotiation skills to navigate complex pricing negotiations with stakeholders, clients, and partners.
- Strategically Build Customer Relationships: Learn to build long-term customer relationships through pricing strategies that balance customer satisfaction with business objectives.

### Course Outlines

#### Day 1

#### Advanced Telecom Pricing Strategies

- Dynamic Pricing Strategies in the Telecom Industry

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training  
**PARTNER**

- Value-Based Pricing for Telecom Services
- Advanced Segmentation for Targeted Telecom Pricing
- Competitive Pricing Analysis in Telecom
- Pricing for High Margin Telecom Services
- Telecom Price Optimization Techniques

## Day 2

### Cost Modeling and Financial Analysis in Telecom

- Advanced Costing Techniques for Telecom Services ABC, LRIC, FAC
- Cost Allocation and Advanced Cost Modeling in Telecom
- Advanced Financial Metrics for Telecom ROI, NPV, IRR
- Sensitivity Analysis for Telecom Pricing Decisions
- Pricing Multi-Service Telecom Bundles
- Advanced Financial Analysis in Telecom Pricing

## Day 3

### Advanced Pricing Models for Telecom

- Telecom Price Discrimination Strategies
- Data-Driven Pricing Decisions in Telecom
- Advanced Telecom Subscription Pricing Models
- Telecom Network Pricing and Optimization
- Advanced Pricing Models for Broadband and NGN Services
- Pricing in Multi-Product Telecom Portfolios

## Day 4

### Negotiation and Stakeholder Management in Telecom Pricing

- Advanced Negotiation Strategies for Telecom Pricing
- Managing Complex Telecom Pricing Negotiations
- Handling Price Objections and Resistance in Telecom
- Strategic Partner and Client Negotiations in Telecom
- Building Long-Term Customer Relationships in Telecom

## Day 5

### Emerging Trends and Innovation in Telecom Pricing

- Advanced Telecom Pricing Tools and Software
- AI and Machine Learning Applications in Telecom Pricing
- Blockchain and Cryptocurrency in Telecom Pricing
- Sustainability and Ethical Pricing in Telecom
- Regulatory Compliance in Telecom Pricing e.g., GDPR, Price Transparency
- Review of Industry-Specific Advanced Telecom Pricing Trends

UK Training

**PARTNER**



## Blackbird Training Cities

### Europe

izmir



Podgorica (Montenegro)



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland)



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

### USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami (USA)



New York (USA)



Toronto (Canada)



## Blackbird Training Cities

### Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia )



Bangkok (Thailand)



Beijing (China)



Moscow (Russia )  
(Malaysia)



Singapore (Singapore )



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

### Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**

## Blackbird Training Categories

### Management & Admin

Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Refinement

### Technical Courses

Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



 International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom

 +44 7401 1773 35  
+44 7480 775526

 [training@blackbird-training.com](mailto:training@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)

UK Training  
**PARTNER**

