

# Advanced Telecom Pricing Strategies and Regulatory Framework

*Orlando, Florida (USA)*

*6 - 10 January 2025*

UK Training

# PARTNER



# Advanced Telecom Pricing Strategies and Regulatory Framework

Code: HR28 From: 6 - 10 January 2025 City: Orlando, Florida (USA) Fees: 5700 Pound

## Introduction

In today's rapidly evolving telecommunications industry, understanding both pricing strategies and regulatory frameworks is essential for driving competitiveness and ensuring compliance. This comprehensive course combines advanced telecom pricing techniques with an in-depth exploration of regulatory frameworks. Participants will delve into dynamic pricing, value-based strategies, and cost modeling while also gaining a solid understanding of the regulatory landscape, including legal and policy frameworks, spectrum management, and emerging technologies. By the end of this course, participants will be equipped to navigate the complexities of telecom pricing and regulation, positioning themselves for success in this dynamic sector.

## Course Objectives

- Master dynamic and value-based pricing strategies.
- Understand the fundamentals and complexities of telecom regulatory frameworks.
- Implement advanced financial analysis and costing models.
- Analyze the role of regulatory bodies and the impact of regulations on telecom operations.
- Develop negotiation skills for pricing and regulatory compliance.
- Explore global regulatory practices, emerging trends, and their implications.
- Learn to apply pricing and regulatory concepts to real-world telecom scenarios.

## Course Outlines

### Day 1: Foundations of Telecom Pricing and Regulation

- History and Evolution of Telecom Regulations and Pricing Strategies.
- Key Regulatory Bodies and Their Roles in Pricing.
- Legal and Policy Frameworks in Telecom.
- Dynamic Pricing Strategies in the Telecom Industry.
- Regulatory Compliance and Enforcement in Pricing.

### Day 2: Regulatory Models, Costing, and Financial Analysis

- Comparative Analysis of Regulatory Models.
- Advanced Costing Techniques for Telecom Services ABC, LRIC, FAC.
- Market Structure, Competition Policy, and Price Regulation.
- Advanced Financial Metrics for Telecom ROI, NPV, IRR.
- Price Regulation and Tariff Setting

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

The logo for UK Training Partner features the text 'UK Training' in a small, black sans-serif font above the word 'PARTNER' in a large, bold, black sans-serif font. The text is positioned on a white and grey checkered chessboard background. In the foreground, several chess pieces are visible: a silver pawn, a silver knight, and a gold king, all set against a background of concentric white circles.

- Regulation of Next-Generation Networks 5G, IoT and Pricing Implications.
- Data-Driven Pricing Decisions in Telecom.
- Data Privacy, Security Regulations, and Net Neutrality.
- Advanced Telecom Subscription 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.
- 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: AI, Machine Learning, and Blockchain.
- Regulatory Compliance in Telecom Pricing: GDPR, Price Transparency.
- Telecom Regulatory Sandboxes and Innovation.
- Adapting to Future Telecom Trends AI, Blockchain and Pricing Strategies.
- Final Project: Applying Pricing and Regulatory Concepts to a Case Study

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training  
**PARTNER**



## Blackbird Training Cities

### Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)  
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



## Blackbird Training Cities

### USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

### Africa



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training  
**PARTNER**



## Blackbird Training Cities

### Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



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 Elevation

### 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



**BLACKBIRD**  
FOR TRAINING

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

 +44 7401 1773 35  
+44 7480 775526

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

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

UK Training  
**PARTNER**

