

Advanced Telecom Pricing Strategies and Regulatory Framework

Cape Town (South Africa)

7 - 11 July 2025

UK Training

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Code: HR28 From: 7 - 11 July 2025 City: Cape Town (South Africa) Fees: 3300 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

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- 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 chessboard.

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