

# Advanced Telecom Pricing Strategies and Regulatory Framework

*Bordeaux (France)*

*6 - 10 April 2026*

UK Traininig

# PARTNER



# Advanced Telecom Pricing Strategies and Regulatory Framework

Code: GC28 From: 6 - 10 April 2026 City: Bordeaux (France) Fees: 5100 Pound

## 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

**PARTNER**



compliance, and telecom regulation, allowing you to navigate the complexities of the sector and drive success in the telecommunications industry.





# 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)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



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)

### ASIA



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)  
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut





## Blackbird Training Cities

### AFRICA



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



MANNAI Trading  
Company WLL,  
Qatar



Alumina Corporation  
Guinea



Booking.com  
Netherlands



Oxfam GB International  
Organization,  
Yemen



Capital Markets  
Authority,  
Kuwait



Waltersmith Petroman Oil Limited  
Nigeria



Qatar National Bank  
(QNB),  
Qatar



Qatar Foundation,  
Qatar



AFRICAN UNION ADVISORY  
BOARD ON CORRUPTION,  
Tanzania



KFAS  
Kuwait



Reserve Bank of  
Malawi,  
Malawi



Central Bank of Nigeria  
Nigeria



Ministry of Interior  
Kingdom of Saudi Arabia  
KSA



Mabruk Oil Company  
Libya



Saudi Electricity  
Company,  
KSA



BADAN PENGELOLA  
KEUANGAN Haji,  
Indonesia



NATO  
Italy



ENI CORPORATE  
UNIVERSITY,  
Italy



Gulf Bank  
Kuwait



General Organization for  
Social Insurance  
KSA



Defence Space Administration  
Nigeria



National Industries  
Group (Holding),  
Kuwait



Hamad Medical  
Corporation,  
Qatar



USAID  
Pakistan



STC Solutions,  
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS  
UN.



Authority for

UK Training  
**PARTNER**





## Blackbird Training Categories

### Management & Admin

Entertainment & Leisure  
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

Artificial Intelligence (AI)  
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

 Sales@blackbird-training.com

 www.blackbird-training.com

