



AFRICAN ADVANCED LEVEL TELECOMMUNICATIONS INSTITUTE (AFRALTI)

## TRAINING WORKSHOP OUTLINE

<b>Title:</b>	<b>Telecommunications Market Analysis, Numbering Plan and Tariff Regulations</b>
<b>Dates:</b>	<b>3<sup>rd</sup> – 14<sup>th</sup> Dec 2018</b>
<b>Duration:</b>	<b>10 Days</b>
<b>Venue:</b>	<b>AFRALTI, Nairobi, Kenya</b>
<b>Tuition fee:</b>	<b>USD2,400 AFRALTI Members; USD2,880 Non-Members</b>

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### Background

Until the late 1980s, governments around the world owned and operated telecommunications markets on monopoly basis. During this period (monopoly era) there was no competition and regulations of telecommunications tariffs, as a result there was anti-competitive behavior and very high telecommunications tariff in the telecoms sector

In the early 1990s, the government around the world reformed the telecommunications sector by liberalizing the telecommunications markets and opening them up to competition. This reform brought up new entrants especially mobile communications network operators and entered into the telecommunications markets. The new entrants competed with the incumbent fixed telecommunications network operators. The reform also established National Regulatory Authorities (NRAs) to regulate the telecommunications tariffs and analyse the telecommunications markets as part of their duties to promote the effective competition and economic efficiency of the country

Therefore, this course presents framework for the analysis of the telecommunications markets and regulations of the tariffs in line with the course content as presented below.

### **Target Audience**

Communications Regulators, Telecommunications Engineers, Economics, Accountants and Policy Makers

### **Pre-requisite/s**

- Basic knowledge in telecommunications network engineering, policy, regulations; and operations; and
- Basic knowledge in economics and finance.

### **Pain Points**

Most of the NRAs in the developing countries have not yet analysed effectively their telecommunications markets and tariffs as a result their telecommunications markets and tariffs are still anti-competitive. Therefore, the need for this course is justified to provide the NRAs knowledge and skills for analysing properly the telecommunications markets and regulating effectively the tariffs

### **Value Proposition**

At the end of the course, participants will be able to analyse properly the telecommunications markets and regulate effectively the telecommunications tariffs.

### **Workshop Objectives**

- Empower participants knowledge and skills for analysing properly the telecommunications market and regulating effectively the telecommunications tariffs;

- Empower participants to understand well the telecommunications network designs and architecture that can be used to identify and define the telecommunications markets;
- Empower the participants to plan well telecommunications numbering Resources in line with the telecommunications network designs and architecture
- Empower the participants with knowledge to prepare regulations for wholesale and retail tariffs including interconnection;
- Empower the participants the knowledge and skills for analysing and calculating costs of the fixed and mobile telecommunications networks; these costs form basis for setting up the tariffs for the telecommunications markets;
- Empower the participants knowledge and skills for analysing and developing cost accounting models that calculate the costs which are used for setting up the telecommunications tariffs; and
- Empower the participants knowledge and skills to prepare the regulations of tariff related to consumer protection. .

### **Workshop methodology**

The workshop includes presentations by the facilitator and interactive sessions.

### **Workshop Contents**

- 1 Understanding telecommunications network designs and architecture;
- 2 Numbering Plan;
- 3 Identification of telecommunications markets based on the telecommunication network designs and architecture
- 4 Definition of the telecommunications markets;
- 5 Market Powers and Competitions;
- 6 Abuse of Market Power;
- 7 Regulatory Remedies to Abuse of Market Powers;

- 8 Regulating Tariffs and Consumer Protection;
- 9 Options of Tariffs; and
- 10 Developing Cost Accounting Models: Regulatory Tools for Setting up Cost Based Tariffs

For more information, please contact us on

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