



International Telecommunication Union
Telecommunication Development Bureau
Market, Economics & Finance Unit

Expert Dialogues:

Managing Risk in the Competitive Environment of the Telecommunication Sector

28-29 October 2004
Geneva, Switzerland

Room L in Montbrillant Building

Agenda

Time	Title
Thursday, 28 October 2004	
8:45 – 9:00	Registration
9:00 – 9:25	Opening ceremony <i>Mr Pierre Gagné – Deputy Director & Chief, Field Operations, BDT, ITU</i>
9:25 – 9:45	Analysis of tools and models to conduct economic forecasts, simulations and sensitivity analyses <i>Mr Jaroslav K. Ponder – Market, Economics and Finance Unit, ITU</i>
9:45 – 10:15	The use of real options in planning and decision making with an application to DSL and IP-Telephony deployment <i>Dr Paul Rappoport – Temple University and Columbia University, USA</i>
<i>Coffee break</i>	
11:00 – 12:00	Real options implications for regulatory policy <i>Dr James Alleman – University of Colorado, Columbia University and Columbia Institute of Tele-Information, USA</i>
12:00 – 13:00	Price optimization by using business risk analysis and game theory <i>Dr Fekete Istvan – MATAV, Hungary</i>
<i>Lunch</i>	

14:00 – 15:00 **Risk modules in techno-economic analysis**
Dr Sverrir Olafsson – British Telecom Research Laboratories, UK

15:00 – 15:45 **Bandwidth portfolio optimization**
Ms Anne-Gaelle Corrion – France Telecom, R&D Division/TECH/LEI, France

Coffee break

16:15 – 17:15 **Managing investment risk in the telecommunications industry: Theory and practice**
Dr Anastassios Gentzoglanis - Center for the Study of Regulatory Economics and Finance and University of Sherbrooke, Canada

Friday, 29 October 2004

9:15 – 10:15 **Improving strategic decision processes through risk analysis : theoretical and practical issues. Example of Polish telecommunication markets**
Dr Artur Pruszko – Telekomunikacja Polska SA, Poland

Coffee break

10:30 – 11:30 **Incorporating risk analysis into telecommunication investment projects**
Dr Dimitris Varoutas - University of Athens, Department of Informatics & Telecommunications Panepistimiopolis, Greece

11:30 – 12:30 **Techno economic methodology for the evaluation of telecommunication investment projects: Sensitivity and risk analysis incorporation**
Dr Dimitris Katsianis - University of Athens, Department of Informatics and Telecommunications, Greece

Lunch

14:00 – 15:00 **The need for incorporation of unsystematic risk into the regulated cost of capital**
Mr Hasan Alkas – Deutsche Telekom AG, Germany

15:00 – 16:00 **Closing Panel Discussion**