



## ITU EXPERT-LEVEL TRAINING FOR NATIONAL REGULATORY AUTHORITIES ON COST MODEL DEVELOPMENT

ITU Headquarters Geneva, Switzerland  
10-21 November, 2008

### Provisional Programme

<b>Day 1</b>	<b>Goal:</b> Team building, introduction in liberalization & regulation, price controls as strategic tool (benchmarking)		
	08.30	09.00	Delegate Registration
Session 1	09:00	10:30	Team building, introduction, expectations
Session 2	10:45	12:30	Process of liberalization & regulation
Session 3	14:00	15:15	Key topics of liberalization
Session 4	15.30	17:00	Price controls as a strategic tool, overview over the two weeks
<b>Day 2</b>	<b>Goal:</b> Accounting & cost modelling basic concepts		
Session 5	09:00	10:30	Accounting and cost accounting, regulatory accounting, strategic aspects
Session 6	10:45	12:30	Accounting separation, calculation of costs and prices
Session 7	14:00	15:15	Direct costs, common cost, joint cost, cost drivers
Session 8	15.30	17:00	Key documents: Regulatory accounting overview
<b>Day 3</b>	<b>Goal:</b> Accounting Standards		
Session 9	09:00	10:30	Accounting standards and concepts
Session 10	10:45	12:30	LRIC, LRAIC, SAC, ABC, FDC differences economics and rationale
Session 11	14:00	15:15	Cost of capital WACC
Session 12	15.30	17:00	Practical experiences
<b>Day 4</b>	<b>Goal:</b> Accounting Models		
Session 13	09:00	10:30	Overview models (top down, bottom up, hybrid models)
Session 14	10:45	12:30	Key assumptions (e.g. scorched earth vs. scorched node)
Session 15	14:00	15:15	Fixed, mobile, universal service, retail and wholesale models
Session 16	15.30	17:00	Practical experiences
<b>Day 5</b>	<b>Goal:</b> Cost modelling process		
Session 17	09:00	10:30	Definition of parameters and development of a cost model, a step-by-step approach
Session 18	10:45	12:30	Traffic distribution assumptions, data requirements, depreciation/amortization, data sources (databases)

Session 19	14:00	15:15	Cost elements; cost of capital WACC; routing table and cost distribution matrix
Session 20	15.30	17:00	Process, reporting and auditing
<b>Day 6</b>	<b>Goal: overview on existing cost models</b>		
Session 21	09:00	10:30	Follow up: Process, reporting, interpretation of results and auditing
Session 22	10:45	12:30	Analysis of concrete model - advantages and disadvantages (e.g. COSITU, EC2000, World Bank)
Session 23	14:00	15:15	Analysis of concrete model - advantages and disadvantages (e.g. COSITU, EC2000, World Bank)
Session 24	15.30	17:00	Analysis of concrete model - advantages and disadvantages (e.g. COSITU, EC2000, World Bank)
<b>Day 7</b>	<b>Goal: Process of model building</b>		
Session 25	09:00	10:30	Decision path and practical constraints
Session 26	10:45	12:30	Major implementation steps (step-by-step check list)
Session 27	14:00	15:15	Overcoming data collection challenges
Session 28	15.30	17:00	Transparency - analysis and use of results
<b>Day 8</b>	<b>Goal: Fixed Mobile IC-&gt; real world results - testing models using different market context</b>		
Session 29	09:00	10:30	Practical experience - exercises - case studies
Session 30	10:45	12:30	Practical experience - exercises - case studies
Session 31	14:00	15:15	Practical experience - exercises - case studies
Session 32	15.30	17:00	Practical experience - exercises - case studies
<b>Day 9</b>	<b>Goal: Access &amp; Retail -&gt; real world results- testing models using different market context</b>		
Session 33	09:00	10:30	Practical experience - exercises - case studies
Session 34	10:45	12:30	Practical experience - exercises - case studies
Session 35	14:00	15:15	Practical experience - exercises - case studies
Session 36	15.30	17:00	Practical experience - exercises - case studies
<b>Day 10</b>	<b>Goal: Other models and alternatives, wrap up</b>		
Session 37	09:00	10:30	Future challenges (e.g. NGN, data)
Session 38	10:45	12:30	Future models & alternatives (Retail minus, bill & keep)
Session 39	14:00	16:00	Final Evaluation
Session 40	16:15	17:00	Wrap up