Strategic Entry Deterrents
Telecommunications Economics
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Agenda
- Retaliations
- Methods
- Uncertainty
- Interconnection
- Vertical Integration
- Controls

Retaliation
- Threat of Retaliation is key
- Methods

Methods
- Pricing/Limit pricing
- Over-capacity/capitalization
- Cost-reducing R & D
- Preemptive patents
- Advertising
- Product differentiation
- Raising rival’s cost

Methods
- Uncertainty/lack of Information
  - Preemptive lower prices

Interconnection
- Effective Competition (where?)
- Separation of Markets
### Controls
- Separation
- Interconnection Regulation

### Vertical Integration
- Beneficial in some cases
- Optimal Price of Interconnection

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**Networks/Vertical Integration**

This is not complete (nearly so), but I thought it might be useful sooner rather than later.

Jim