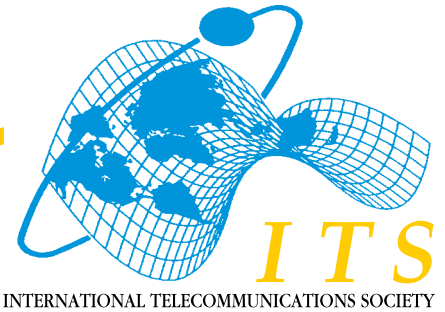


# INTERCONNECT

Issue 2, Volume 6  
July 2004  
INTERCONNECT



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VISIT OUR WEBSITE AT  
[www.itsworld.org](http://www.itsworld.org)



## ITS Biennial Conference Fast Approaching

The 15th ITS Biennial Conference, entitled "Connecting Societies & Markets: Communication Technology, Policy and Impacts", is fast approaching. Hosted by Humboldt University of Berlin, the conference will take place September 4th to 7th in association with the 31st European Association of Research in Industrial Economics (EARIE) conference which will be held September 2nd to 5th.

The ITS conference will feature four plenary sessions:

- Telecommunications Technology and Market Forecasts
- Telecommunications Regulatory Policies
- Telecommunications Industry in the Developing Nations: Problems and Issues
- Mobile Services

as well as parallel sessions from more than 180 contributed submissions from regulators, scientists, academics,

policy makers, economists and telecom officials from around the world.

Parallel session themes include Competition and Emerging Market

Structure;  
Innovation,  
Investments and  
Regulation;  
Internationalization  
and Regional  
Issues, the Internet  
and e-business;  
Harnessing ICT to  
Sectoral

Development;  
Macroeconomics of the  
Telecommunications Sector; and  
Broadcasting in the Digital Age.

Abstracts for these, and other parallel sessions, can be found at [www.ITSEurope.org](http://www.ITSEurope.org).

As with all ITS conferences, the Berlin conference will offer abundant

networking opportunities. A pleasure boat tour along the rivers and canals of Berlin highlights a robust social program with many pleasant surprises.



EARIE is a leading forum for the discussion and analysis of research and policy on industrial economics. Bringing EARIE and ITS delegates together in Berlin should

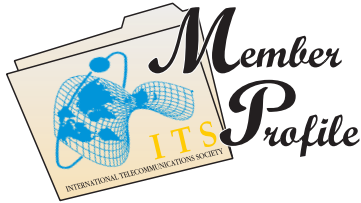
spur members of each organization to further investigate common business, policy and research issues.

Anyone interested in attending the conference, or in booking delegate rooms, can visit the ITS Europe web site or contact Prof. Dr. Juergen Mueller at [jmueller@fhw-berlin.de](mailto:jmueller@fhw-berlin.de) or call the conference office at + (49) (30) 85789-145.

***Come join us.  
There's still time to register.***

A registration form is provided on page 3 inside.





## Glenn A. Woroch

### GLENN A. WOROCH, Ph.D.

*Adjunct Professor of Economics*  
Executive Director,  
Center for Research in  
Telecommunications Policy (CRTP)  
*University of California, Berkeley*

Dr. Woroch was one of the founding members of the ITS Board of Directors. He was also a member of the local organizing committee for the biennial conference in Cambridge, MA in 1988, and a member of the program committee for the Cannes meeting in 1992. He was the chair of the original Journal Committee and remains a member of the Publications Committee today. Working with other Committee members, he forged the original partnership with North-Holland Publishing and its journal, *Information Economics & Policy*.

Dr. Woroch received his B.A. in economics from the University of Wisconsin-Madison, and his M.A. in statistics and Ph.D. in economics from the University of California, Berkeley. Before assuming his current position at Berkeley, he taught at the University of Rochester and Stanford University and was a senior member of the technical staff of GTE Laboratories.

Dr. Woroch has published numerous articles in the fields of industrial organization, antitrust and regulation in scholarly journals including the *Rand Journal of Economics*, the *International Journal of Industrial Organization*, the *Review of Industrial Organization*, *Telecommunications Policy*, and the *Antitrust Bulletin*. He recently published a chapter on local network competition in the *Handbook of Telecommunications Economics*. He has served on the editorial boards of *Information Economics & Policy* and the *Journal of Regulatory Economics*.



As Executive Director of the Center for Research on Telecommunications Policy ([groups.haas.berkeley.edu/imio/crtp/](http://groups.haas.berkeley.edu/imio/crtp/)), Dr. Woroch organizes workshops and conferences on various topics in telecommunications policy and strategy and oversees the funding of on-campus research projects in these fields. Dr. Woroch's own research focuses on theoretical and empirical investigations of competition in and regulation of network industries, with particular application to the telecommunications and computer sectors. His research also examines antitrust policy toward intellectual property protection and various business practices.

Dr. Woroch has been an economic advisor to government agencies including the U.S. Departments of Energy and Justice and the Office of Technology Assessment. He is a Principal of The Brattle Group ([www.brattle.com](http://www.brattle.com)), an economic consulting company, on behalf of which he advises private-sector clients and provides expert testimony on matters involving monopolization claims, mergers, intellectual property infringement, and economic damages.

Dr. Woroch makes his home in the San Francisco Bay Area with his wife and son. When not teaching at Berkeley and managing CRTP, he enjoys biking, running and skiing, as well as cooking and wine tasting.

Dr. Woroch will be presenting two papers at this year's Biennial Conference in Berlin: "Usage Substitution Between Fixed and Mobile Telephony in the U.S.", co-authored with Professor Michael R. Ward of the University of Texas at Arlington, and "Who Signed Up for the Do-Not-Call-List?", co-authored with Professors Hal Varian and Fredrik Wallenberg of the University of California, Berkeley. In addition, Dr. Woroch will be speaking at a tutorial session in Berlin on the tensions VoIP is creating with regulatory institutions that came into being in the age of circuit-switched technology.

## Reminder: Changes to the ITS Listserv (ITS-L) and to *Interconnect*, the ITS Newsletter

The ITS listserv has recently moved. Effective June 2004, the listserv is being hosted from San Jose State University (SJSU) in the heart of Silicon Valley. ITS wishes to thank Dr. Tim Hill of the SJSU MIS Department for kindly agreeing to host the listserv at SJSU.

The new e-mail address for the ITS-L is: [ITS-L@listproc.sjsu.edu](mailto:ITS-L@listproc.sjsu.edu)

Gene Mesher will continue to serve in the capacity of ITS-L manager and administrator. He may be contacted at [genemesher@yahoo.com](mailto:genemesher@yahoo.com)

Suzanne Chambliss Neil, the ITS Secretariat, has recently taken on the added role of ITS-L Subscription Manager. All additions and deletions of ITS members from the ITS-L master list must first be approved by Suzanne. She may be reached at [chambliss\\_neil@yahoo.com](mailto:chambliss_neil@yahoo.com).

ITS' policy on eligible content for the listserv remains unchanged. ITS-L remains open for postings from ITS members announcing new publications, conferences, meetings, seminars, research interests and inquiries, and related matters. All questions with respect to information which may be posted should be directed to Gene Mesher.

Commencing with this issue, *Interconnect* will be published solely in electronic form and will be accessible only through the ITS website at [www.itsworld.org](http://www.itsworld.org). ITS members will no longer receive hard copies of *Interconnect* with their subscription to *Communications & Strategies*, ITS' quarterly journal. Notification of each new issue of *Interconnect* will be sent to ITS members via an e-mail from the ITS listserv. The ITS-L e-mail will include a direct link to the ITS website from which the latest issue of *Interconnect* may be accessed. Any ITS member whose e-mail address has not yet been registered on the ITS-L master list should contact Suzanne Chambliss Neil immediately at the e-mail address provided above.

# ITS 15th Biennial Conference - Registration Form

September 4-7, 2004 • Berlin, Germany

To register for the conference **please use our new online registration under [www.itseurope.org](http://www.itseurope.org)** or fill out the form below and forward it per fax, per e-mail or per mail. For those paying by credit card, registration will be accepted only by fax or mail (no e-mails please). A letter of confirmation will be sent upon receipt of your registration form and fee.

## 1. Participant

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Prof. \_\_\_ Dr. \_\_\_ Mr. \_\_\_ Ms. \_\_\_  
Position \_\_\_\_\_ Department \_\_\_\_\_ Affiliation \_\_\_\_\_  
Address \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

## 2. Accompanying Person (s)

First Name \_\_\_\_\_ Last Name \_\_\_\_\_  
First Name \_\_\_\_\_ Last Name \_\_\_\_\_

## 3. Registration Fees

Category	Until July, 2004	From August, 2004	Amount Due
Industry	€ 480	€ 560	_____
Regular	€ 380	€ 460	_____
Full-Time Student	€ 185	€ 250	_____
Accompanying Person	€ 90/Person	€ 150/Person	_____

*Full-Time students must submit a copy of their student ID card to the secretariat by airmail in order to qualify for the reduced fee.*

## 4. Social Programs (IMPORTANT! PLEASE FILL OUT!)

Programs	Dates	Participation	fee/person
Welcome reception	Sept 4	_____	free
Reception	Sept 5	_____	free
Dinner	Sept 6	_____	free

## 5. Payment for registration

### *by Bank Transfer*

To: ITS, Berliner Volksbank e.G., 10892 Berlin

Account#: 5152171040

Bank Code: 100 900 00

Please indicate the participant's name

### *by Credit Card (Please add 6% credit card fee)*

Card: Visa , Amex , Euro/Mastercard

Name of Card Holder \_\_\_\_\_

Card Number \_\_\_\_\_

Card ID \_\_\_\_\_

Expiration Date (MM/YY) \_\_\_\_\_

Signature of Card Holder \_\_\_\_\_

*by Bank Draft: payable to the 15th ITS Conference Office*

Total Amount: € \_\_\_\_\_

Conference office: Fachhochschule für Wirtschaft Berlin  
Badensche Straße 50-51, D-10825 Berlin, Germany

Tel: +(49) (30) 85789-145 • Fax: +(49) (30) 85789-199 • email: [ekor@fhw-berlin.de](mailto:ekor@fhw-berlin.de)

# Connecting Societies and Markets: Communication technology, policy and impacts

15th Biennial Conference • September 4-7, 2004 • Berlin, Germany

(in association with the 31st EARIE Conference, September 2-5, 2004)

## Preliminary Conference Schedule

### Saturday, September 4, 2004

- 16:00-19:00 Registration at Foyer, Humboldt University, Berlin (HU Berlin)
- 18:00-20:00 **Welcome reception** at HU Berlin

### Sunday, September 5, 2004

- 08:30 Registration at Foyer, Humboldt University
- 08:45-10:00 **Opening ceremony** with **Loretta Anania**, Chair ITS and European Commission, DG Information Society; **Joachim Schalbach**, Dean Economics and Business Admin., HUB; **Alfred Tacke**, State Secretary in the Federal Ministry of Economics and Labour, Germany
- 10:00-12:00 Parallel sessions (joint EARIE/ITS)
- 12:00-13:30 Lunch at Foyer, Humboldt University
- 13:30-15:30 Parallel sessions
- 16:00-17:30 **Plenary session:** Telecommunications Technology and Market Forecasts with **Jozef Cornu**, Member of the Board of Directors, Alcatel; **Jyunichi Kishigami**, Senior Research Engineer, Content Commerce Project, Cyber Solutions Laboratories, NTT; **Michael Meyer**, Senior VP Strategic Planning and Communication, Siemens; **Mikko J. Salminen**, Director, Fixed-to-Mobile Substitution, Nokia Networks; **Dr. Wehmeier**, Vice

President, Regulation Principles and Strategy, Deutsche Telekom AG; **Yves Gassot**, Director General, IDATE (Session Chair); (**E. Bohlin** and **H. Fuke**, coordinators)

19:00-22:00 **Conference reception** at HU Berlin

### Monday, September 6, 2004

- 09:00-10:30 Parallel sessions
- 11:00-12:30 Parallel sessions
- 12:00-14:00 Lunch sponsored by AOL
- 14:00-15:30 **Plenary Session:** Telecommunications Regulatory Policy with **M. H. Au**, Director-General of Telecommunications, Telecommunications Authority, Hong Kong; **Eric van Heesvelde**, President of the Belgian Telecom Regulator and Chairman of the European Regulator's Group; **Ms. Henseler-Unger**, Vice-President of the German Telecom Regulatory Authority; **Ernest Ndukwe**, Executive Vice Chairman, Nigerian Communications Commission (invited); **Martin Perry**, Chief Economist, FCC, USA (invited); **Mr. Suzuki**, Director Regulation, Japanese Ministry of Posts & Telecommunications; (**K. H. Neumann** coordinator)
- 16:00-17:30 Parallel sessions
- 19:00-22:00 Reception and "Gala Dinner" sponsored by T-Com

### Tuesday, September 7, 2004

- 09:00-10:30 **Plenary Session:** Telecommunications Industry in the Developing Nations: problems and issues, with **Bram Moerman**, Analysis, Cambridge, UK (invited); **Christian Nicolai**, Subsecretario de Telecomunicaciones, Santiago, Chile (invited); **David Townsend**, David N. Townsend & Associates, Swampscott, MA, USA (invited); (**L. Pupillo** and **M. Vagliasindi**, coordinators)
- 11:00-12:30 Parallel sessions
- 14:00-16:00 Parallel sessions
- 16:00-17:30 **Plenary Session:** Mobile Services with **Magnus Madfors**, Director, Research and Development, LM Ericsson; **Jean-Claude Burgelman**, Senior Scientist, IPTS, DG Joint Research Centre (JRC), European Commission; **Tingjie Lu**, Professor, Beijing University of Posts and Telecommunications; **Brigitte Cardinael**, Vice President, France Telecom R&D (invited); **Hatim Zaghloul**, Chair, Wi-LAN Inc. (invited); **Chang-Ho Yoon**, Professor, Korea University (Session Chair); (**E. Bohlin** coordinator)

### Closing ceremony

## Preliminary Conference Schedule (cont'd)

### Parallel Sessions (Details)

#### **B 7 - Price regulation and Telecommunication**

Kriehn, Claudia

#### **Quality regulation without Regulating Quality**

Kotakorpi, Kaisa, U Tampere & FDPE (Finland)

#### **Access price regulation, investment and entry in telecommunications**

Reichhuber, Martin

#### **Network Competition with Price Discrimination: Revisited—Once Again**

#### **D 7 - E-commerce and Internet**

Lupi, Paolo / Distaso, Walter /

Manenti, Fabio M.

#### **Platform Competition and Broadband Adoption in Europe: Theory and Empirical Evidence from the European Union**

Sommerfeld, Yan

#### **- Location Decision with E-Commerce**

Loginova, Oksana

#### **Real and Virtual Competition**

Bitzer, Jürge / Schrettl, Wolfram /

Schröder, Philipp

#### **The Economics of Intrinsic Motivation in Open Source Software**

#### **H 7 - Access Pricing I**

Jansen, Jos

#### **Organizing and Regulating One-Way Access**

Mizuno, Keizo / Hori, Keiichi

#### **Access Pricing and Investment with Stochastically Growing Demand**

Cambini, Carlo / Valletti, Tommaso

#### **Access Charges and Quality Choice in Competing Networks**

#### **K 7 - Junk Mail**

Anderson, Simon P. / de Palma, Andre

#### **Junk mail**

Pereira, Pedro / Dinlersoz, Emin M.

#### **On the Diffusion of Electronic Commerce**

Fontana, Robert / Geuna / Aldo Matt, Mireille

#### **Firm Size and Openness: The Driving Forces of University-Industry Collaboration**

#### **01 Regulation**

#### ***1.1. - Access & Pricing***

Brandao, Antonio / Sarmento, Paula; CETE (Portugal)

#### **Access price regulations: a comparison between cost-based regulation and retail-minus regulation**

Leporelli, Claudio / Reverberi, Pierfrancesco; U Roma "La Sapienza" (Italy)

#### **Local loop unbundling between regulation and competition law**

Weber, Jan; RTR (Austria)

#### **Wholesale line rental – an Austrian regulatory perspective**

Burton, Mark L. / Kaserman, David L./

Mayo, John W.; Marshall U / Auburn U/ Georgetown U (USA)

#### **Common costs and cross-subsidies: why do common costs appear so large in regulated industries?**

#### ***1.2. - National & Regional Regulatory Models***

Speta, James B.; Northwest U (Law) (USA)

#### **Rewriting U.S. telecommunications law with an eye on Europe**

Castelli, F. / Gavosto, A.; Telecom It. (Italy)

#### **Competition in the Italian telecommunications markets and implications for regulation**

Streeck de, Alexandre; Europ. U Inst. Fl. (Italy)

#### **A new regulatory paradigm for**

#### **Europe**

Wehmeier/Wöhrl; T-Com (Germany)

#### **The USA-broadband approach: a model for Europe?**

Queck, Robert; CRID - U Namur (Belgium)

#### **Towards the consolidation of the internal market: the European regulatory framework for electronic communications networks and services as an example**

#### ***1.3. - Convergence & Regulatory Institutions***

Cherry, Barbara / Bauer, Johannes; FCC/Mich SU (USA)

#### **Adaptive regulation contours of a policy model for the Internet economy**

Garcia-Murillo, Martha; Syracuse U (USA)

#### **Convergence of regulatory agencies: a case study investigation**

Kosa, Zsuzsanna; Budapest U Tech & Econs (Hungary)

#### **Consequences of digital convergence for regulatory institutions**

#### ***1.4. - Price Regulation***

Chen, Jim; U Minn Law (USA)

#### **The price of macroeconomic imprecision: How should the law measure inflation?**

Fjell, Kenneth; NHH (Norway)

#### **Vertical integration**

Saether, Jan-Petter / Birkenes, Turid;

Norwegian P&T (Norway)

#### **From the perspective of the regulator: price comparison**

#### **guides – better in the anticipation than the eating?**

Urbiztondo, Santiago; UNLP (Argentina)

#### **Renegotiation with public utilities in Argentina: analysis and proposal**

#### ***1.5. - Regulatory Models in the New Member States***

## Preliminary Conference Schedule (cont'd)

Hrovatin, Nevenka / Cibic, Damir / Švigelj, Matej; U Ljubljana (Slovenia)  
**(De)regulation of Slovenian telecommunication markets**

Kubasik, Jerzy; Poznan U Technology (Poland)

**Poland: is regulation in place? The status of regulation and competition in Poland on the advent of the accession to the EU**

Sallai, Gyula; Budapest U Tech & Econs (Hungary)

**A quadratic method for evaluating an Act on electronic communications with respect to the policy and regulatory objectives**

Szilagy, Sandor; NCAH (Hungary)

**Implementation of the new regulatory framework in an accession country: case study Hungary**

Koppányi, Szabolcs; Hungarian Acad Sc (Hungary)

**Possible limits of the new EC concept of significant market power: the case of Hungary**

### *1.6. - Universal Service*

Ilie, Laura / Losada, Ramiro; U Complutense Madrid/U Carlos 111 Madrid (Spain)

**Endogenous financing of universal service**

Kan, Kaili; Pol & Dev Inst of Info Ind (China)

**Questioning the principle of universal service**

Tanaka, Ema / Sugaya, Minoru; RITE (Japan)

**Universal service to universal access and web accessibility - government vs. governance**

van Eijk, Nico; U Amsterdam (Netherlands)

**Universal service: a new look at an old concept**

Calzada, Joan / Dávalos, Arturo; U

Barcelona (Spain/ Bolivia)

**Cooperatives in Bolivia: customer ownership of the local loop**

### *1.7. - Institutional Aspects of Regulation*

Barendse, Andrew J.; Delt U of Tech (Netherlands)

**Supranational organizations of telecom regulators and the harmonization of regulatory practices**

Castro, Raúl; U Pompeu Fabra (Spain)

**Explaining institutional arrangements in telecommunications regulation: an empirical analysis**

Confraria, João; Catholic U (Port.) (Portugal)

**Power and discretion in independent regulation**

Freytag, Andreas / Winkler, Klaus; U. Jena (Germany)

**The economics of self-regulation in telecommunications under sunset legislation**

Wu, Irene; International FCC (Japan)

**Traits of an independent communication regulator: a search for indicators**

### *1.8. - Review of regulatory practice under the new EU framework*

Stumpf, Ulrich; WIK (Germany)

**Definition of markets susceptible to ex-ante regulation**

Alexiadis, Peter; Gibson, Dunn & Crutcher (Belgium)

**Designation of operators with SMP**

Cave, Martin; University of Warwick (UK)

**Selection of remedies**

### 02 Competition and Emerging Market Structure

#### *2.1. - Evolution of Market Structure*

Fuke, Hidenori; Kansai U (Japan)

**Managing structural changes in telecommunications**

Kaspar, Christian / Goos, Phillip; U Goettingen (Germany)

**Resources for sustainable competitive advantages in the mobile data service market**

Shukunami, Tatsushiro; Keio U (Japan)

**Expanding market and competition of 3G in Japan**

Vesa, Jarko; Helsinki U Tech (Finland)

**Regulatory framework and industry clockspeed: lessons from the Finnish mobile services industry**

Yan, Xu; HK U Sc and Tech (China)

**Type III interconnection: key to sustainable local network competition**

*2.2. - New Entrants and Incumbent Strategies*

Gideon, Carolyn; Tufts U (USA)

**The potential for network competition: a game theoretic approach**

Lal, David / Strachan, Peter A. / Raj, Mahendra; Robert Gordon U (UK)

**Key determinant of environmental change in UK telecommunications: empirical evidence**

Saraiva, Ernani Viana / de Pádua Carrieri, Alexandre; U Fed. Minas Gerais (Brazil)

**Strategy construction: a case study of the cell phone industry**

Sülzle, Kai; IFO (Germany)

**Duopolistic competition between independent and collaborative business-to-business marketplaces**

#### *2.3. - Infrastructure against Service Competition*

Baranes, Edmond / Cortade, Thomas; U Montpellier (France)

**Horizontal mergers in Internet**

Karnowski, Veronika / Kempf, Matthias / Pape von, Thilo / Wirth,

## Preliminary Conference Schedule (cont'd)

Werner; Ludwig-Maximilians-U  
(Germany)

**User integration in the development process of innovative communication products and services – an interdisciplinary approach**

Kiiski, Annukka / Hämmäinen, Heikki;  
Helsinki U Tech (Finland)

**Mobile virtual network operators: case Finland**

Liang, Xu; BUPT (China)

**Comments on the taev project in China**

Kim, Byung Woon / Kweong, Soo  
Cheon; ETRI (Korea)

**Economic values of carrier pre-selection in the telecommunication market**

### *2.4. - Assessing the Effects of Liberalization*

Dorabalski, Wojciech / Morawski,  
Leszek; Warsaw Inst Soc-Econ  
Res/Warsaw U (Poland)

**Competition or entry deterrence: the case of Poland's first MVNO**

Gião, Paulo Roberto / Vargens Filho,  
José Rogério; U Brasilia/  
U Rio de Janeiro (Brazil)

**Competition in the Brazilian telecom market: an emerging market experience five years after privatization**

Gupta, Rajni; (India)

**Assessing the effects of liberalization on India's telecommunications industry**

Kuznetsova, O.K. / Draskova, M.A.;  
LONIIS (Russia)

**New "old" telecom companies in Russia: reforms in the holding-company "Svyazinvest"**

Liew, Sonja / Heisz, Janina; Rajes  
Hisham Piallai & Gopal/ Velten Franz  
Jaboy Rechtsanwälte (Malaysia/  
Germany)

**"Assessing the effects of liberalization and industry restructuring so far" - a**

**comparison of main policies and regulatory issues of liberalization and restructuring of the telecommunications industries in an EU and an Asian country.**

### *2.5. - Internet Services*

Ahn, Jae-Hyeon / Oh, Jungsuk / Shim,  
Sunghee; AT&T Labs/GSM/Dept.  
Econs (USA)

**Incentives for service bundling and the role of access charges in the broadband Internet access service market**

Lee, Joo-Suk / Yoo, Seung-Hoon /  
Kwak, Seung-Jun; Korea U/ Hoseo U  
(Korea)

**Consumers' preference about the attributes of post PC: results of a contingent ranking study**

Yoon, Chang-Ho / Jun, B.H. / Song, Y.  
W.; Korea U/Nat Computerization Ag.  
(Korea)

**The role of switching hub in global Internet traffic**

Cerno, Leonel / Pérez Amaral,  
Teodosio; U Europea Madrid/U  
Complutense Madrid (Spain)

**An empirical analysis of the determinants of the Internet services demand in Spain**

### *2.6. - Sector Crisis*

Harmantzis, Fotios; Sc of Tech Mgt  
(USA)

**Inside the telecom crash: bankruptcies, fallacies and scandals**

Krafft, Jackie / Ravix, Jacques-Laurent;  
CNRS-IDEFI (France)

**Corporate governance and the governance of knowledge: lessons from the telecoms industry**

Pohler, Matthias / Grübling, Jens;  
Dresden U of Tech (Germany)

**Capex to sales trap**

**03 Investment Incentives and Regulation**

*3.1. - Costing and Financial Issues*  
Alleman, James / Rappoport, Paul; U  
Colorado/Temple U (USA)

**Modelling regulatory distortions with real options**

Alleman, James / Rappoport, Paul /  
Suto, Hirofumi; U Colorado/Temple  
U/NTT (USA)

**An investment decision-making criterion incorporating real options**

Calabrese, Armando / Gastaldi,  
Massimo / Ghiron, Nathan L.; U Rome  
/ U of "L'Aquila" (Italy)

**Real options approach in the interconnection of multi-sided platform industries**

Macpherson, Alastair; PWC (UK)

**Implications of new developments in financial theory: OCM vs. FCM concepts**

Pillkahn, Ulf; Siemens AG, CT SM ICA  
(Germany)

**Technology Forecast**

### *3.2. - Investment Decisions*

Garrone, Paola; Politecnico Milano  
(Italy)

**Network investment at the firm level**

Pereira, Pedro / Brito, Duarte;  
Aut. Concorrência/ U Nova de Lisboa  
(Portugal)

**Incentives to upgrade cable networks**

Gentzoglanis, Anastassios; U  
Sherbrooke (Canada)

**Regulatory risk, cost of capital and investment decisions in the telecommunications industry: international comparisons**

Battistoni, Elisa / Campisi, Domenico/  
Mancuso, Paolo; U Studi di Roma (Italy)

**European integration and telecommunication productivity convergence**

Alkas, Hasan / Gonzalez, Florentin;  
Deutsche Telekom / Swisscom  
(Germany)

# Preliminary Conference Schedule (cont'd)

**Costing and investment incentives in the telecommunication access market**

## 04 Management & Business Strategy

### *4.1. - Strategic Alliances and Expansion*

Collico Savio, Daniel; Telefonica (Arg.) (Argentina)

**A theory of everything: An integral vision of fixed and mobile broadband**

Lee, Jay; U Pittsburgh (USA)

**Formulating competitive repertoires – telecom strategic alliance activities**

Whalley, Jason / Curwen, Peter; Strathclyde BS (UK)

**Acquisitions, partnerships and alliances: strategies for gaining subscribers and expanding footprints**

Whalley, Jason / Curwen, Peter; Strathclyde BS. (UK)

**The strategic implications of European Union expansion on mobile telecommunication companies**

### *4.2. - Bundling Services and Other Operator Strategies*

Ahn, Jae-Hyeon / Hsu, Wen-Ling / Sichel, Lynn / Skudlark, Ann; AT&T Labs (USA)

**Effect of bundling new telecommunications services: a customer life cycle perspective**

Kumar, K.R. Renjish / Hämmäinen, Heikki; U Tech (Finland)

**Assessing the value of roaming over mobile networks**

Madden, Gary / Coble-Neal, Grant; Curtin U of Tech (Australia)

**Service bundles and pricing in telecommunications markets**

Monteiro, Rui; U Tecnica de Lisboa

(Portugal)

**Microm - a revenue assurance model for mobile operators**

Seol, Seong Ho; ETRI (Korea)

**Review of economic analysis for telecommunication tariff plans and rational policymaking of TFP**

### *4.3. - When to Launch a New Service?*

Harmantzis, Fotios / Tanguturi, Venkata P.; Sc of Tech Mgt (USA)

**Delay in the expansion from 2.5G to 3G wireless networks: a real options approach**

Jakobs, Kai; Aachen U (Germany)

**How to select the best platform to develop an ICT standard?**

Kim, Hak Ju / Weiss, Martin; U of Penn (USA)

**Strategic options for managing technology evolution in the wireless industry**

Rieck, Olaf; Nanyang Tech U (Singapore)

**The impact of service innovation on corporate performance: an investigation into the mobile telecommunications service industry**

### *4.4. - Mobile Phone Industry Strategies*

Andersson, Per / Mölleryd, Bengt G.; Stockholm SE/Evli Bank (Sweden)

**The distribution of mobile handsets: connecting global and local distribution**

Daoud, Fawzi / Hämmäinen, Heikki; Helsinki U Tech (Finland)

**Market analysis of mobile handsets subsidies**

Dewenter, Ralf / Haucap, Justus / Luther, Ricardo / Rötzel, Peter; U Fed Armed Forces (Germany)

**Hedonic prices and the German market for mobile phones**

### *4.5. - Learning from Strategy Case Studies*

Andersson, Kjetil / Foros, Øystein / Stehen, Frode; Telenor/NSEBA (Norway)

**The SMS bandwagon in Norway: What made the market?**

Bonnin, Gaël / Segard, Olivier / Vialle, Pierre; EDHEC Lille/ Inst Nat Télécom (France)

**An analysis of the role of relational assets from a resource-based view: the case of the failure of wireless local loop providers in France**

Epinette, Olivier / Isckia, Thierry / Vialle, Pierre; Inst Nat Telecom (France)

**Management and procurement of international telecommunications services by large French firms: How global is it?**

Song, Minzheong; Korea Telecom (Korea)

**The wireless broadband strategy of common carrier & emerging business models - based on the case of KT - Weber, Arnd / Wingert, Bernd; ITAS (Germany)**

**Cultural factors in technical development: "i-mode" in Japan**

### *4.6. - Pricing Strategies*

Ralph, Eric Kodjo / Gabel, David; Economics LLC/Queens Col. (USA)

**Rebalancing and Ramsey optimality**

Sohn, Yong Y.; Chonnam Nat U (Korea)

**Strategic price discrimination of information goods over different consumer groups**

Parker, Geoffrey / Van Alstyne, Marshall; Tulane U/U Mich (USA)

**Mechanism design to promote free market and open source software innovation**

de Fontenay, Alain / Liebenau, Jonathan; Columbia U / LSE (USA / UK)

**A reconsideration of competition and the marginalist revolution for telecommunications**



## Preliminary Conference Schedule (cont'd)

### 05 Internationalisation & Regional Issues

#### *5.2. - Long Distance and Internationally Interconnected Networks*

Doganoglu, Toker / Lange, Kerstin; Ludwig-Max. U/U Kiel (Germany)

#### **Estimating models of long-distance carrier choice and cost of using alternatives**

Gerpott, Torsten J. / Jakopin, Nejc M.; U Duisburg-Essen (Germany)

#### **Internationalization trends of mobile network operators - empirical findings**

Tschoepe, Sven; Inst for Leg. Informatics (Germany)

#### **Interconnection and regulation of IP-networks**

Begazo, Tania / Phumpiu, Paul; OSIP-TEL (Peru)

#### **Inertia, switching costs, and competitive dynamics. The case of long distance services in Peru.**

Brousseau, Eric / Pénard, Thierry; U Paris (France)

#### **Digital assemblers: the economics of new business models**

#### *5.3. - WTO and ITU: Trade and Regulation*

Bressie, Kent / Kende, Michael / Williams, Howard; Harris, Wiltshire & Grannis / Analysys Consulting / World Bank (USA)

#### **Evaluating the WTO telecommunications trade agreements: issues for developing countries**

Choi, Daewon / Ghernaouti-Hélie, Solange; UNESCAP/ U Lausanne (Thailand/Switzerland)

#### **An analytical point of view of emerging issues of e-commerce for the multilateral trading system**

Hwang, Jae-Hyun / Lee, Seung-Hwan / Park, Myeong-Cheol; Info & Comm

U/ETRI (Korea)

#### **A study on the measurement of standardization levels in information and telecommunications technology: multi-attribute utility theory approach**

#### *5.4. - Competition and Privatization: Regional Solutions*

Klimenko, Mikhail / Saggi, Kamal; U Cal./Southern Methodist U (USA)

#### **Technical compatibility and the mode of foreign entry under network externalities**

Nandi, Banani / Chakraborty, Chandana; AT&T / Mont Clare SU (USA)

#### **Privatization, telecommunications adoption and growth in developing countries: a cointegration approach**

Williams, Howard; World Bank (USA)

#### **From fiscal imperatives to market reform: the transition of telecommunications policy development in eastern Europe and central Asia.**

### 06 Infrastructure & Services

#### *6.1. - Spectrum Policy*

Carter, Kenneth; FCC (USA)

#### **Licensed vs. unlicensed spectrum access: policy lessons from personal communications services**

Lee, Jeong-Dong/Lyoo, Tae-Ho/Jeong, Jong-Wook; Seoul Nat U (Korea)

#### **Optimal spectrum policy: a real option and game theoretic approach**

Lehr, William; MIT (USA)

#### **Economic case for dedicated unlicensed spectrum below 3GHz**

Weiss, Martin; U Pittsburgh (USA)

#### **Secondary use of spectrum: a survey of the issues**

#### *6.2. - Spectrum Economics*

Lichtenberger, Ewald / Walzel, Gustav; Wolf Theiss (Germany)

#### **Did mobile operators in Europe**

#### **implicitly pay value-added tax for the UMTS frequency allocation?**

Hazlett, Thomas W.; Manhattan Inst (USA)

#### **Avoiding a tragedy of the telecommons: finding the right property rights regime for telecommunications**

Doyle, Chris; Warwick BS (Great Britain)

#### **The economics of pricing radio spectrum1**

Chartier, Mike; Intel - Regulatory Policy (USA)

#### **Unlicensed Property Rights in Radio Spectrum**

Bazon, Coleman; Analysis Group, Washington D.C. (USA)

#### **U.S. government wireless license revenues: bids, collections, and expenditures**

#### *6.3. - Spectrum Allocation*

González, Ana / Rojo, David / Feijoo, Claudio / Ramos, Sergio; U Politécnica Madrid (Spain)

#### **Secondary spectrum trading, opportunities and difficulties in EU**

Neto, Isabel / Best, Michael L. / Gillett, Sharon E.; MIT/Georgia Inst Tech (USA)

#### **Unlicensed spectrum and wireless technologies in Africa: opportunities for a low-cost decentralized approach in the developing world**

Hazlett, Thomas W. / Muñoz, Roberto E.; Manhattan Institute / Columbia Institute for Tele-Information / U Maryland (USA)

#### **What really matters in spectrum allocation design**

Ting, Carol / Wildmann, Steven S. / Bauer, Johannes M.; Michigan SU (USA)

#### **Modeling the efficiency properties of spectrum management regimes**

Leighton, Wayne A.; FCC (USA)

#### **Models for spectrum allocation: which is most efficient?**

## Preliminary Conference Schedule (cont'd)

### **6.4. - Infrastructural Bandwidth to the customer**

Elixmann, Dieter / Neumann, Karl-Heinz; WIK Consult (Germany)

#### **Building up fiber Infrastructures.**

#### **International analysis and assessment**

Magen, Jacques; Alcatel Paris (France)

#### **Convergent solutions for Broadband services**

Doebelin, Stefan; Network-Economy Brussels (Belgium)

#### **Shift in the telecommunications industry: Capital and business process outsourcing for fiber access infrastructure**

### **07 Convergence, Technology and Innovation**

#### **7.1. - Convergence**

Gerum, Elmar / Sjurts, Insar / Stieglitz, Nils; Philipps U/Hamburg Media School (Germany)

#### **Industry convergence and the transformation of the mobile telecommunications system of innovation**

Lind, Jonas; Stockholm SE (Sweden)

#### **The convergence hype cycle: usage in management practice during an impending market re-definition**

Loural, Claudio de A. / de Holanda, Giovanni M. / Menezes, Esther / Ogushi, Cristiane M.; Fundação CPqD (Brazil)

#### **A service-oriented approach for modeling telecommunications value-networks**

Nyström, Anna-Greta; Abo Akademi U (Finland)

#### **The influence of technological convergence on business networks in the mobile telecommunications sector**

Villamayor, Víctor Pavón; Oxford U (UK)

#### **Competitive equilibrium and regulatory bias in converging technologies**

#### **7.2. - Broadband I**

Brinkmann / Kuhlenkampff / Wengler / Hackbarth / Rodriguez; WIK/ U Cantabria (Germany/Germany/Germany/Spain/Spain)

#### **Regulating bitstream access - an analysis of QoS implementation, technological neutrality and costs of efficient service provision**

Merkt, Jutta; Cable and Wireless (Germany)

#### **Mandatory bitstream access from a European network operator's perspective**

Mahler, Alwin / Panienska, Michael / van der Velden, Remco; Telefónica D. (Germany)

#### **Bitstream access in Germany - Implementation considerations from an alternative network-based operator**

Schwarz Schilling, Cara; Reg TP (Germany)

#### **TBA**

Erber, Georg; DIW (Germany)

#### **Disruptive versus incremental innovations in broadband communication: What's going to happen next?**

#### **7.3. - Broadband II**

Gorp van, Annemijn F. / Maitland, Carleen F. / Hanekop, Heidemarie; Penn SU (USA)

#### **Technological mediation as a driving force for value creation in the broadband Internet access market**

Montanye, James; Econs Council (USA)

#### **Hermes shrugged: U.S. public policy's failure to deliver on the promise of broadband technology**

Falch, Morten / Saugstrup, Dan; Tech U of Denmark (Denmark)

#### **How to achieve the goal of broadband for all**

Wang, Xuejun / Tan, Zixiang (Alex); Syracuse U (USA)

#### **China's march into broadband Internet**

#### **7.4. - Network Architectures & Technology**

Elixmann, Dieter / Hillebrand, Annette / Schäfer, Ralf G.; WIK (Germany)

#### **A comparison of ENUM field trials: objectives, main issues and an assessment of challenges ahead**

Howell, Bronwyn; Victoria U (New Zealand)

#### **Building a national ICT strategy: prioritizing infrastructural, organisational and human capital investment in New Zealand**

Longstaff, Pat; Syracuse U (USA)

#### **Security in complex, unpredictable systems: the case for resilience planning**

Caetano, Ricardo Elias / Couto de Moraes, Cícero; U Sao Paulo / Teles Brasil (Brazil)

#### **Analysis of reliability and maintainability of topologies of the system of fixed telephony**

Saugstrup, Dan / Henten, Anders; Tech U of Denmark (Denmark)

#### **Standardization in a techno-economic perspective**

### **08 Internet & E-Business**

#### **8.1. - Trust & Security in the Internet**

Heng, Stefan; Deutsche Bank (Germany)

#### **E-payments: modern addition to traditional payment systems**

Hochstein, Axel / Zarnekow, Rüdiger / Brenner, Walter; U St Gallen (Switzerland)

#### **Managing IT service quality as perceived by the customer**

Hwang, Junseok / Repkine, Alexandre; Seoul Nat. U/Syracuse U (Korea/USA)

## Preliminary Conference Schedule (cont'd)

**A network-economic policy study of identity management systems and implications for security and privacy policy**

Oko, Jacek / Klink, Janusz; Wroclaw U of Tech (Poland)

**Describing parameters of traffic generated by users of multimedia services offered by telco operators**  
Nickel, Gunter / Recker, Stephan / Pohler, Matthias; Tech U Dresden / IMST (Germany)

**Enhanced cost accounting for quality of service in data networks**

### *8.2. - Usage Patterns I*

Alleman, James / Rappoport, Paul / Taylor, Lester / Kridel, Don; U Colorado/Temple U/U Arizona/U Missouri (USA)

**Estimating the demand for VoIP services**

Berne, Michel / Daidj, Nabyla / Epinette, Olivier; Inst. Nat Telecom (France)

**Is it worth billing new IP services?**

**The cases of VoD and GoD**

Hollenstein, Heinz / Wörter, Martin; Swiss Fed Inst Tech (Switzerland)

**The decision to adopt Internet-based e-commerce: an empirical analysis based on Swiss firm-level data**

Preissl, Brigitte; DIW Berlin (Germany)

**On the use of synergies between online and offline distribution: empirical evidence from Berlin and Vienna**  
Schedl, Hans / Sülzle, Kai; U Munich (Germany)

**An approach to measure usage patterns, development stages and impacts of B2B e-business by surveys: first results from the EU pilot study, B2B metrics**

### *8.3. - Usage Patterns II*

Kim, Jin Ki; SUNY (Buffalo) (USA)

**Analysis of characteristics of**

**high-speed Internet users - the case study of Korea**

Simpson, Richard; Industry Canada (Canada)

**From electronic commerce to the e-economy - strategies for a digital world**

Gao, Cong / Kan, Kaili / Lu, Tingjie; BUPT (China)

**Study on the protocol of e-commerce for China**

Kavassalis, Petros / Zamani, Themis / Mpatikas, Michael / Sabalis, Haralambos / Politopoulou, Zoi / Spyropoulou, Ntina; ATLANTIS Group - U Crete / Nat Hellenic Res Found / Athens U Econ & Bus. (Greece)

**Preparing for information-based competition by managing complex self-evolving portfolios of customer profiles**

Kühl, Rubens; Camps USP (Brazil)

**Perspectives for the dial-up Internet access market in Brazil**

### *8.4. - Mobile Internet*

Cho, Sang Sup / Lim, Mung Han; ETRI (Korea)

**An empirical study on the Internet techno-characteristics under portable Internet service**

Fife, Elizabeth / Pereira, Francis; U South. Cal. (USA)

**Adoption of mobile data services: towards a framework for analysis**

Ryu, Mun-Hyun / Yoo, Seung-Hoon / Kwak, Seung-Jun; Korea U/ Hoseo U/ Korea U (Korea)

**Using a conjoint analysis to elicit potential willingness to pay for portable Internet service**

Stenio, Franco Silva; Link Cons. (Brazil)

**Analyses of B2B and B2C models in m-business: outlook for the Brazilian mobile services market**

Ahn, Ji-woon / Lee, Jongsu / Lee,

Jeong-Dong; Seoul Nat. U. (Korea)

**The future of wireless data communication: an analysis of consumer preferences between alternative technologies**

### *8.5. - Regulation and the Internet*

Hart, Thomas / Rolletschek, Gerhard; Bertelsmann Found. (Germany)

**The challenges of regulating the web. New regulatory models - institutions, standards, resources and conflict resolution**

Hwang, Junseok / Song, Jungsu; Seoul Nat U / Min Info and Comm (Korea)

**Layered regulation policy modeling and analysis for home networking convergence and its market dynamics**

Walter von, Benedikt / Quiring, Oliver; U Munchen (Germany)

**The transformation of the media sector: an interdisciplinary discourse on its economic and social implications**

Ünlü, Vural; LMU Munich (Germany)

**Functional reference model for digital rights management systems**

Helberger, Natali; U Amsterdam (Netherlands)

**Code and code: digital rights management, consumers and the law**

## 09 Mobile Markets / Communications

### *9.1. - Mobile Market Dynamics*

Dewenter, Ralf / Haucap, Justus; U Fed Armed Forces (Germany)

**Mobile termination with asymmetric networks**

Krancke, Jan; T-Mobile Int. (Germany)

**Who is afraid of market dynamics?**

**The regulatory leviathan on mobile markets**

Lee, Hyeongjik / Nam, Changi / Kim, Seongcheol; Info & Comm U (Korea)

**Filling the gaps in fixed-mobile convergences: an analysis of PIS (portable Internet service)**

Weber, Arnd / Bohlin, Erik / Lindmark,

## Preliminary Conference Schedule (cont'd)

Sven / Wingert, Bernd; ITAS/Chalmers U Tech (Germany/Sweden/Sweden/Germany)

### **4G radio developments without Europe?**

Bauer, Johannes M. / Lin, Yu-Chieh / Maitland, Carleen F. / Tarnacha, Ankur; Michigan SU / Penn SU (USA)

### **Mobile communications policy and the transition to next-generation wireless services**

#### **9.2. - Mobile Termination**

Albon, Rob / York, Richard; ACCC (Australia)

#### **Market power and its policy implications for mobile termination**

Houpis, George / Valetti, Tommaso M.; Frontier Econ. L (UK)

#### **Mobile termination: What is the "right" charge?**

Ruhle, Ernst-Olav; Piepenbrock Schuster (Germany)

#### **The impact of (non-)reciprocal interconnection fees in fixed and mobile markets**

#### **9.3. - Mobile Number Portability**

Björkroth, Tom; Abo Akademi U (Finland)

#### **Mobile number portability - lower charges or increased product variety, or perhaps both?**

Bühler, Stefan / Haucap, Justus; U Zurich / Ruhr U (Switzerland / Germany)

#### **Mobile number portability in Europe**

Moon-Koo, Kim / Jong-Hyun, Park / Jong-Hyun, Paik / Seong-ho, Seol; ETRI (Korea)

#### **An empirical study of the factors influencing customer behavior with respect to mobile number portability in the Korean mobile telecom market**

#### **9.4. - Demand Substitution**

Ahn, Hyungtaik / Lee, Jonghwa;

Dongguk U/KISDI (Korea)

#### **Estimation of a fixed-mobile substitution model in Korean voice telephony markets**

Saether, Jan-Petter; Norwegian P&T (Norway)

#### **Fixed mobile substitution - current situation, and potential future developments**

Takashima, Yuichi; Iwate Prefectural U (Japan)

#### **Natural monopoly and demand substitution in the early stage of mobile communications: radio paging and cellular telephone service**

Taubman, Chris / Vagliasindi, Maria; EBRD (UK)

#### **Fixed and mobile competition in transition economies**

Ward, Michael R. / Wroch, Glenn A.; U Texas/UC Berkeley (USA)

#### **Usage substitution between fixed and mobile telephony in the U.S.**

#### **9.5. - Empirical Studies in Mobile Markets**

Campi, Cinthia; U Roma (Italy)

#### **Market analysis and demand forecast for mobile telephony services: the case of Italy**

Kim, Soon-Yong / Park, Myeong-Cheol; Info and Comm U (Korea)

#### **Efficiency of asymmetric access charge regulation in an asymmetric mobile telecommunication market**

Lee, Duk Hee / Lee, Dong Hee; Sch IT Bus. (South Korea)

#### **Introducing competition and its social welfare impact in Korean mobile telecommunications services**

Yoon, Young-seog / Choi, Mun-kee; Info & Comm Uni (Korea)

#### **An empirical study on the adoption of mobile games in the Korean market**

Garbacz, Christopher / Thompson, Jr., Herbert G.; Mississippi Public Utilities

Staff / Ohio U (USA)

#### **Universal telecommunications service: a world perspective**

#### **9.6. - Mobile Market Studies**

Limkeatcherdchoo, Sarunya; Strathclyde BS. (UK)

#### **Analysis of 2G and 3G mobile service developments: an innovation system approach**

Ubacht, Jolien; Delt U of Tech (Netherlands)

#### **Impediments in mobile telecommunications markets and the new EU regulatory framework: a comparative study of the regulatory interventions by NRAS in the United Kingdom, the Netherlands and France**

1997-2002  
Tiago dos Santos, Ediane Cristina; (Brazil)

#### **Competition in the mobile sector in Brazil: a study of the competitive evolution of the mobile sector, from duopoly to the complete opening of the market**

Bazon, Coleman; Analysys G. (USA)

#### **U.S. government wireless license revenues: bids, collections, and expenditures**

Fredebeul-Krein, Markus; Aachen U App. Sc. (Germany)

#### **Towards a 4G environment: future regulatory challenges for content provision in mobile markets**

#### **9.7. - Costing of Mobile Service**

Giles, Tim; Charles River Assoc. (Great Britain)

#### **The cost of capital for regulated firms**

Hackbarth, K. D. / Portilla, J.A. / Fiñana, D. / Kulenkampff, Gabriele; U Cantabria/WIK (Spain/Spain/Spain/Germany)

#### **Models and methods for strategic studies of GSM networks oriented to techno-economical analysis**

## Preliminary Conference Schedule (cont'd)

Noguchi, Masato; Infocom Research (Japan)

**Economy of scale and scope of Japanese mobile phone industry and its policy implications**

### *9.8. - Management Issues in Mobile Communication*

Cheong, Je Ho / Park, Myeong-Cheol; Info & Comm U (Korea)

**Mobile payment adoption in Korea: switching from credit card**

Kawamata, Takahiro; Sibold U (Japan)

**The dynamics of innovation in mobile communications in Asia: multiple networking strategies without a dominant leader in the marketplace**

Edelmann, Jan / Koivuniemi, Jouni / Hacklin, Frederik / Stevens, Richard; Lappeenranta U Tech (Finland/ Switzerland/ Italy)

**New perspectives on mobile service development**

Ponder, Jaroslaw; EIER (Switzerland)

**Does globalization matter for mobile telecommunications in central and eastern European countries?**

### 10 Information Society Issues

#### *10.1. - Digital Divide*

Cava-Ferreruela, Inmaculada / Alabau-Muñoz, Antonio; Reg. Gov. Valencia/ Polytech U Valencia (Spain)

**Key constraints and drivers for broadband infrastructure development. A cross-national empirical analysis**

Grigorovici, Dan M. / Constantin, Corina / Jayakar, Krishna / Taylor/ Schement, Richard D./ Jorge Reina; College of Communications (USA)

**Infometrics: a structural equation modeling approach to information indicators and “e-readiness” measurement**

Robles Roval, Arturo / Gómez, José L./ Feijóo, Claudio; U Politéc Madrid/ U Nac. Educación a Distancia (Spain)

**Universal service in Latin America: recent evolution and future challenges towards the information society**

Yeom, Myung-bae; Chungnam Nat Uni (Korea)

**Digital divide in the world - global, regional & national inequalities**

Schmideg, Ivan; Nat Comm Aut. Hungary (Hungary)

**Broadband: threat of new digital divide or opportunity bridging the gap? (the case of Hungary)**

#### *10.2. - Community & Society*

Kim, Ae-Ree / Chiu, Chia Hua / Aoshima, Miyuki / Mitomo, Hitoshi; Waseda U (Japan)

**Influences of mobile phone mail on young people's communication in Japan, Korea and Taiwan: a comparative analysis**

Schaffers, Hans; Telematica Instituut (Netherlands)

**Mosaic: mobile worker support environments**

Shin, Dong Hee; Syracuse U (USA)

**Social structure and cyberspace**

Varian, Hal / Wallenberg, Fredrik / Woroch, Glenn; UC Berkley, SIMS (USA)

**Who signed up for the do-not-call list?**

#### *10.3. - Spaces of Communication*

Farr, Peter; Peter Farr P/L (Australia)

**Achieving sustainability and ‘triple bottom line’ outcomes for community online access centres**

Gouveia, Luis Borges / Xavier, Jorge / Gouveia, Joaquim Borges; U Fernando Pessoa/ Energaia, Gaia Global/ U Aveiro (Portugal)

**People and digital cities promote innovation and information use**

Tibben, Will; U Wollongong (Australia)

**Community technology centres: a proposed framework for sustainability**

Latzer, Michael / Saurwein, Florian; Austrian Ac. of Sc (Vienna)

**Changing media and the formation of a European public sphere**

### 11 Macroeconomic Aspects of the Telecommunication Sector

#### *11.1. - Telecommunications as a Lever for Economic Growth*

Björkroth, Tom; Abo Akademi U (Finland)

**Investment of telecommunication operators and economic growth - a Fennoscandinavian perspective**

Kanamori, Takahito / Fujiwara, Masahiro / Mitomo, Hitoshi; Waseda U/KDDI (Japan)

**The contribution of ICT to economic growth in Asia**

Kuhlmann, Federico / Holschneider, Christian / Algorri, María Elena; Inst Tecnol Auton Mexico (Mexico)

**Fourier-based study of the oscillatory behavior of the telecommunications industry**

Shinjo, Koji / Zhang, Xingyuan; Kobe U/Okayama U (Japan)

**ICT capital investment and productivity growth: Granger causality in the Japanese and USA industries**

Sung, Nakil; U Seoul (Korea)

**Information technology, efficiency and productivity: evidence from Korean local governments**

#### *11.2. - Trends in Industry Development*

Yun-Bong/Eun-Kyung; IITA (Korea)

**An analysis of R&D expenditure and effects in the Korean IT industry**

Kurita, Manabu / Tsubone, Naoki / Kobayashi, Minoru / Ohira, Hiromatsu /

## Preliminary Conference Schedule (cont'd)

Gohsei, Takeshi; Daiwa Inst Res / Wako U/Tokyo Int U / U Tokyo (Japan)

**A quantitative analysis of the features and cost structure of the Japanese information services industry**

Lehr, William H. / Hubbard, R. Glenn; MIT/Columbia U & NBER (USA)

**Economic case for voluntary structural separation**

Nishioka, Yoko; Keio U (Japan)

**Standardization systems of IT products in Japan**

Tsai, Diana; Nat. Sun Yat-Sen U (Taiwan)

**Telecommunications digital infrastructure and high-technology growth**

### *11.3. - Country Studies I*

Chen, Yi-Hao; Yuan-Ze U (Taiwan)

**China's regulation policy and impacts evaluation on mass media industry**

Han, Sang-Young / Jun, Yoo-duk; The Institute of Information Technology Assessment (Korea)

**The determinant factor of international cooperative research: A case study of Korea**

Hong, Wu; BUPT (China)

**An empirical study on telecommunication development in the rural areas of China's 12 western provinces**

Komandur, Sowri Rajan; Indian Telecom (India)

**The growth of telecommunications-dynamic changes in India and opportunities**

Tahir, Nor Hayati Bin / Mitomo, Hitoshi; Waseda U (Japan)

**Knowledge captured as an innovation factor: the application and usage of**

**ICT in the Malaysian public sector**

### *11.4. - Country Studies II*

Loural, Claudio de A. / Zanco Filho,

Romulo A. / Bordeaux Rego, Antonio Carlos G. / de Oliveira, Rogério C; Fundação CPqD (Brazil)

**An account of Brazilian telecommunications industrial and technological development in past decades**

Sant'Andre, Roberto Marcio / Goncalves, Carlos A.; Brazil Telekom Inst/U Fed Minas Gerais (Brazil)

**Brazilian telecommunications sector development, restructuring, privatization and competition**

Agiakloglou, Christos / Yannelis, Demetrius; U. Piraeus (Greece)

**Estimation of price elasticities in international telecommunications**

Coronado, Javier / Phumpiu, Paul; OSIPTEL (Peru)

**Productivity performance and market liberalization in telecommunications: Peru 1998-2003**

Connor, Donald; Digicel (West Indies)

**Liberalization of the telecommunication sector in the Caribbean region: a new entrant's perspective**

## 12 ICT and Sectoral Development

### *12.1. - Education and Learning Systems*

Farr, Peter; Peter Farr P/L (Australia)

**Bandwidth connectivity and online content - innovative strategies for the education and training sectors**

Tamm, Gerrit / Ziekow, Holger; U St Gallen/Humbolt U

(Switzerland/Germany)

**The utility of learning management systems for institutes of higher education**

Thijssen, Thomas / Maes, Rik /

Huizing, Ard; Hamilton Int/U Amsterdam (Netherlands)

**Educating professionals in a diversified & globalized world: reporting on experiments in the**

**organization of learning**

Firth, Lucy / Francis, Peter; U

Melbourne (Australia)

**Aligning policy with strategy to grow online education and health**

Jagun, Abiodun; Strathclyde BS (UK)

**Telecommunications and the structure of economic organizations: an investigation of the impact of telecommunications on the economic structuring of a Nigerian fabric weaving micro-industry**

Lee, Jungmann / Ahn, Daesup / Kim, Juno; IITA (Korea)

**Demand-driven human resource policy of information technology in Korea using supply chain management model**

### *12.2. - ICT and Sector Dynamics*

Bianchi, Annaflavia; TIN (Italy)

**Industrial filiere reshaping, international production de- and re-location and the support of network technologies. A focus on the Italian manufacturing industry's leading firms**

Edenius, Mats / Westelius, Alf; Stockholm SE (Sweden)

**Knowledge formation and the use of a web-based e-messaging system in healthcare**

Petukhova, Svetlana P; Russ. Ac. of Sc. (Russia)

**Informatics as a secure resource for sustainable development of transition countries**

Yu, Young Shin / Lee, Sungduck; IITA (Korea)

**Strategy on university-industry research cooperation in the Korean IT industry**

Lindmark, Sven / Andersson, Erik /

Bohlin, Erik / Johansson, Mattias; Chalmers U Tech (Sweden)

**Innovation system dynamics in the telecom sector: the case of Sweden (1970-2003)**

Marinucci, Massimiliano / Pérez

Amaral, Teodosio; U Complutense de Madrid (Spain)

## Preliminary Conference Schedule (cont'd)

**Econometric modelling of business toll demand using different model selection approaches: Retina vs. PC gets**

### 13 Broadcasting in the Digital Age

#### *13.1. - Policy and Regulation for Digital Broadcasting*

Arino Gutierrez, Monica; Europ U Inst. Fl. (Italy)

**Consolidation in European digital broadcasting: legal gaps and challenges for media pluralism**

Varney, Eliza; U Hull (UK)

**Regulating the infrastructure in digital television within the UK context. Did the 2003**

**Communications Act remedy the mistakes of the past?**

Wang, Eunice Hsiao-hui / Yu, Jimmy Chun-Ying; Yuan Ze U (Taiwan)

**Market structure and competitive advantage: an emerging value net model for interactive TV providers in Taiwan**

Adda, Jerome / Ottaviani, Marco; U Col. London/LBS (UK)

**The transition to digital television**

Poel, Martjin; TNO (Netherlands)

**Digital TV Switchover policies in Europe: cross country analysis of market structure and policy**

#### *13.2. - Integrating Broadcasting and other Communication Platforms*

Liu, Yu-li; Nat Chengchi U (Taiwan)

**A new alternative in the video service market: an analysis of Chunghwa Telecom's multimedia on-demand service in Taiwan**

Siegle, Gert; Bosch Man. Support (Germany)

**Digital broadcasting, what exists, what comes, what will succeed?**

Gambardo, Marco; U of Milan (Italy)

**The relationship between different distribution channels for movies:**

**some lessons from the case of free television**

Tadayoni, Reza; Tech Uni of Denmark (Denmark)

**Broadcast mobility in a convergence perspective - new opportunities for media and mobile industries**

Hazlett, Thomas W. / Müller, Jürgen; Manhattan Inst / FHW (USA/Germany)

**Reallocating the TV band for socially productive use: lessons from the 'Berlin switch'**

Umino, Atsushi; OECD (France)

**Broadband audio-visual services: market developments in OECD countries**

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We warmly invite you to participate in this Conference and look forward to you joining us in Berlin!

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ITS has arranged several accommodation bargains for the duration of the conference. With all that Berlin has to offer you may want to stay longer and bring a friend. Please refer to "Hotel Bookings" at the website.

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## Berlin: A City of History, Beauty and Culture

Berlin is called the city that never stands still. A cultural centre since the 12th century, Berlin presents itself to visitors as an open city once more. Brandenburg Gate – once a symbol of the divided Germany – has again become the emblem of the German capital.

Built in 1961 and maintained by the former German Democratic Republic until 1989, the Berlin Wall was a highly visible symbol of the Cold War. The Berlin Wall is now commemorated by a few remaining sections and by a museum and shop near the site of the most famous crossing point, Checkpoint Charlie.



Modern Berlin offers visitors over 150 theatres and stage companies, 800 choirs, 170 museums, about 300 communal and private galleries, over 250 public libraries, 265 cinemas and numerous other cultural institutions.

For years, festivals such as the Bach Festival, the Berlin Festival and the Jazz Festival have occupied a firm place in the cultural calendar of the city.

Berlin and Brandenburg are themselves a landscape of palaces and gardens, established over the course of several centuries of Brandenburg and Prussian monarchy. The harmonic ensembles of architecture and baroque garden art enchant visitors with the charm of past times.

Nights in Berlin are live and unplugged. The music plays around the clock. Whether on the Badeschiff Spreebrücke, or in one of the beach bars... whether in one of the open air cinemas or lounging in one of Berlin's famous beer gardens, you'll find laughter, relaxation and hospitality.

The City has been developing its health and wellness industries and is now one of the world's premier wellness centres. Many visitors indulge themselves in exotic baths, saunas, fitness facilities, wellness-centres or turkish hamams.

Berlin has more waterways than any other European city, and more bridges than Venice. The Havel and Spree rivers make Berlin a water capital, and in summer the many lakes such as the famous Wannsee or the expansive Müggelsee attract countless bathers.



Golf, boat cruises, fashion and world class shopping are all part of the Berlin mystique. Various one, two or three days tours can be arranged upon your arrival in Berlin, or you can pre-arrange a tour through [www.ITSEurope.org](http://www.ITSEurope.org).

Be sure to make the ITS Conference in Berlin a part of your travel plans this summer.

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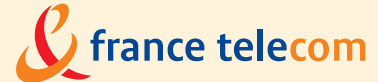
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