

## Some Comments from Course Participants:



"I would like to express my enormous satisfaction...with the course."  
Lic. Carlos Rafael Sanchez, Secretario de Industria y Comercio, Cordoba

"It was a very valuable experience and I have no doubt that the course was of much value for me, not only in the new methods for SME assistance that I learned, but also in the ways to implement them...which will benefit the programs of my Ministry."  
C.P.N. Ramon Zorrilla, Subsecretario de Promocion y Gestion de Inversiones, Industria y Comercio, Corrientes

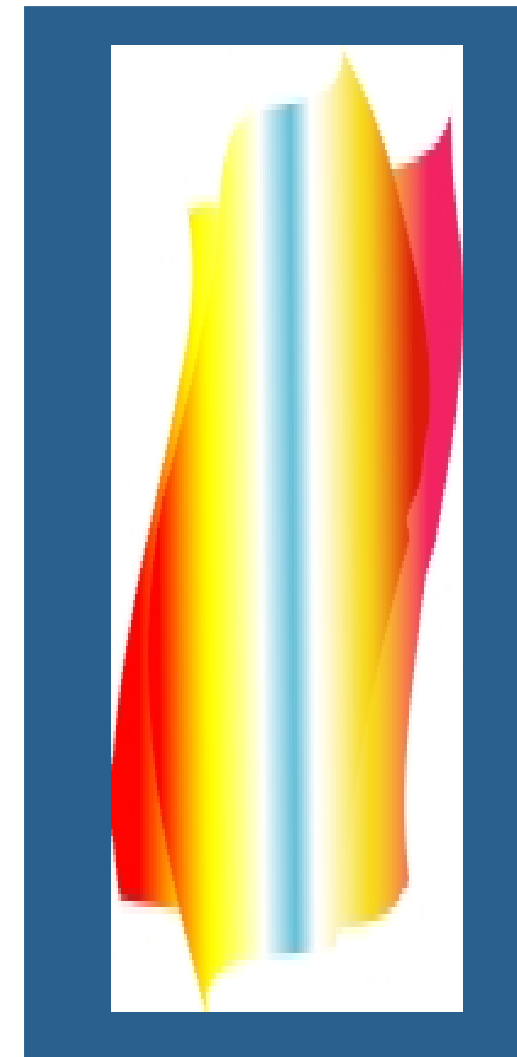
"The Course provided me with the tools to analyze the problems facing SMEs in my province"  
Course Participant, April 1998, SME Course for Provincial Officials

"The Course gave me insights on how to benefit from the forces of globalization facing small businesses in Brazil"  
Course Participant, Sept 1997, Course presented to Businessmen and Officials from Petrolina, Brazil



# Institutional Capacity Building

Competition Policy and Regulation



## Customized Training for Government Officials and Private Sector Policy Makers

Presenting specialized training courses on competition policy, regulatory issues, health service provision, second generation reform, and small and medium sized enterprise issues

## Balancing Policy, Regulation and Economic Efficiency:



The Enterprise Research Institute and the Institute of Brazilian Issues of the School of Business and Public Management of the George Washington University conduct training courses on the regulatory function of government for members of government ministries, regulatory agencies, and private-sector executives. In many countries there is a severe shortage of trained officials to regulate and monitor public utilities and to ensure that large corporations are not exercising monopoly power. This course provides training which will greatly enhance the ability of agency officials to work with, monitor and regulate private companies while promoting competition in the private sector.

The course instructs officials on the principles and practices underlying competition policy and regulation. Participants receive practical advice and an international perspective on different regulatory philosophies, policies and regimes. They attend lectures by international experts on regulation issues. They discuss case studies and visit the World Bank, the Inter American Development Bank, and US Government agencies that deal with regulatory issues. The finale of the course is the preparation of an action plan for implementing the lessons of the course in the participants' country. This unique course, which promotes institutional capacity building, is tailored to specific country conditions and circumstances, as well as to the official responsibilities of the participants.

## The Topics Covered in the Course Include:



- Instruments of Regulation
  - Control of prices
  - Control of quantities
  - Control of entry and exit
- The Regulatory Process
  - Legislation covering regulation
  - Implementation
  - Regulatory commissions
  - Rulemaking
  - Avoiding regulatory capture
- Promoting Competition
  - Bundling and unbundling
  - Privatization and competition
  - Promoting technological change
- International Experience with Regulation
  - The United States experience
  - The UK experience
  - The New Zealand experience

