

# **THE ROLE OF THE REGULATOR IN SHAPING COOPETITION RELATIONS ON THE POLISH TELECOMMUNICATIONS MARKET**

## **Abstract**

The dissertation attempts to assess the role of the national regulatory authority in the field of telecommunication - the President of the Office of Electronic Communications - in shaping cooperative relations between enterprises of the Polish telecommunication market. The research was based on a systematic literature review, which showed that there was an insufficient recognition of the role of regulation in shaping cooperative relations, and in particular the role of the regulator in stimulating cooperation between competing companies. The research focused on the Polish market, also due to its strategic importance for the economy, shown in the study desk research the diverse nature of entrepreneurial cooperation, as well as the possibility to make an original contribution to the development of knowledge on the issue of regulatory-stimulated cooperation. Moreover, within the framework of his professional activity, the author of the dissertation had the opportunity to participate directly in the cases analysed in the study.

The scientific and research objective of the study was to evaluate the cooperation of enterprises on the Polish telecommunications market from the perspective of the influence of the President of UKE.

The following research questions were posed:

- RQ1. What actions of the regulator can determine the cooperation of companies on the Polish telecommunications market?
- RQ2. What actions of the regulator influence the types of cooperative relations between companies of the Polish telecommunications market?
- RQ3. Which regulatory actions generate expectations and which concerns of companies in the Polish telecommunications market regarding cooperation?

Qualitative field research was conducted using the case study method, using a triangulation of methods at the data collection stage: document analysis, observation and interviews with seventeen experts. Four cases, which were selected in a targeted manner, were analysed: cooperation for improving the quality of services, symmetric access to passive infrastructure,

reshuffling of 900 and 1800 MHz frequencies, as well as deregulation in the co-investment model.

The dissertation is theoretical and empirical in nature and is divided into four chapters.

The first chapter presents the theoretical foundations of coepetition, classifies the types of competitive relations recognised in the literature and the determinants of cooperation between competitors. Expectations and concerns of the coepetising entities were also identified.

The second chapter contains the genesis of the Polish telecommunications market, as well as its state and structure. The role of the President of UKE as a regulator was presented, as well as the results of a review of research on coepetition in the telecommunications market.

The third chapter covers methodological issues. The research procedure and the use of research methods were discussed here. The logic of case selection and the assumptions of their analysis were also presented.

The fourth chapter is devoted to an empirical study of coepetition on the Polish telecommunications market in the context of regulation, presented in general and from the perspective of four cases.

In the conclusion section answers to the research questions were provided and directions for further scientific exploration were suggested.

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