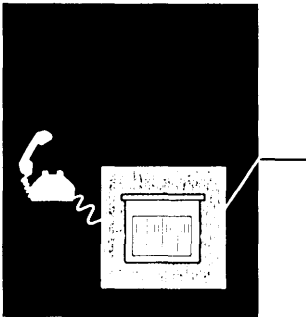


Contents



1 Exporting Telecommunications Services to Europe 1

Summary of findings 3

Conclusions and policy options 21

2 Technological Trends and Issues 25

Changing technology 25

The evolution of advanced services 31

The implications of technological change 37

Standards 38

3 The European Market for Telecommunications Services 47

The structure of the European market 49

Trends shaping the European telecommunications market 56

Market estimates and projections 64

The importance of U.S. trade in services 67

4 European Activities and Strategies of U.S. Telecommunications Firms 71

U.S. regulations and overseas expansion 72

U.S. telecommunications firms' European activities 74

Encouraging foreign expansion 88

Conclusions 89

5 Users' Perspectives-Views of U. S. Services Exporters 91

Problems with European telecommunications networks 92

European regulatory problems 97

Representative services export sectors 98

Policy issues 107

6 Telecommunications in Central and Eastern Europe 109

Defining and characterizing Central and Eastern Europe 110

The condition of telecommunications in Central and Eastern Europe 113

Regional relationships 117

Involvement of the United States 129

Conclusion 132

7 Domestic Deregulation and International Trade Negotiations 135

U.S. deregulation and the worldwide consequences 135

Changing attitudes toward services and trade 138

GATT 143

Negotiating GATT 151

Long-range consequences of a GATT agreement 155

8 How Telecommunications Policy Is Made 159

The telecommunications policymaking structure 160

The policymaking structure for trade in services 168

The adequacy of data for decisionmaking 171

Conclusions and options 174

9 international investment and Domestic infrastructure 181

International comparisons 182

The question of domestic disinvestment 188

Determinants of infrastructure investment 193

Conclusions 197

A Reviewers and Contributors 203

B Acronyms 211

Index 215