Introduction to the Project describes the Training on Demand project’s modules and discusses how they may be most effectively used.

The Origins and Aims of Competition Policy explores the development and content of competition policy and enforcement systems. The presentation provides an overview of the history of competition law and describes the purposes, goals, and key elements of competition laws.

Major Characteristics of Competition Policy covers the basic characteristics of competition policy systems, including the institutional features and choices that affect the enforcement of competition law systems around the world.

Market Definition explores the role and importance of market definition in competition law investigations, including key elements such as the SSNIP analysis and the information that agencies evaluate to determine antitrust markets.

Market Power addresses the concept of market power, central to the analysis of competition law investigations in unilateral conduct, most concerted practices, and mergers. The video includes an overview of practical techniques and the analytical tools that agencies use to determine if a firm has market power.

Competitive Effects covers the law and economics of competitive effects and presents the elements of an effects-based approach to competition law enforcement. The video includes a hypothetical study of a loyalty rebates scenario to illustrate the principles of an effects-based approach.

Competition Policy in Developing Countries addresses problems specific to competition agencies in developing countries, such as lack of resources and inadequate support for competition policy elsewhere in government or amongst the public. It features two scenarios illustrating common problems and comments from past and present agency heads.
Competition Advocacy examines the importance of a competition agency serving as an advocate within government for pro-competitive regulatory policies and explores key attributes of a successful advocacy program.

Leniency introduces the concept of leniency programs for anti-cartel enforcement. The module presents the cornerstones and benefits of an effective leniency program, procedural aspects of a leniency program, and how leniency interacts with sanctions in a cartel enforcement action.

Predatory Pricing presents the issue of predatory pricing by a dominant firm. Experts discuss the basic elements and the economics of predatory pricing theory and discuss a hypothetical case.

Handling Merger Investigations addresses competition agency merger investigations, drawing upon concepts from the modules on market definition and market power in the merger context.

Planning and Conducting Investigations presents the fundamental steps of conducting an investigation of potential competition law violations. The steps discussed include developing a theory of the case, identifying sources of information, interviewing witnesses, requesting documents and data, organizing and assessing evidence, and determining whether there is a violation.

Interviewing Witnesses shares techniques for effective interviewing of witnesses and parties in the course of a competition investigation.

Introduction to Cartels explores the definition of a cartel, attributes of a successful cartel enforcement program, tools for detecting cartels, leniency, and other investigative tools.

Exclusive Dealing considers the theories of competitive harm and pro-competitive efficiencies from exclusive dealing arrangements and presents an economic framework for assessing their competitive effects under unilateral conduct rules.

Short Form Presentations by academics, non-government advisors, and agency officials on resale price maintenance, territorial exclusivity, market inquiries, economics of dominance, predatory pricing, merger remedies, unilateral conduct in merger investigations, and conflicts of interest and confidentiality.

Viewing the Modules

Modules can be found online at http://www.internationalcompetitionnetwork.org/about/steering-group/outreach/icncurriculum.aspx. Most modules may be played in an interactive format, downloaded for playing from any computer, or in YouTube format.

Questions

We value your opinions and suggestions for advancing or improving the project. Please contact Randy Tritell or Russell Damtoft at the U.S. Federal Trade Commission, rtritell@ftc.gov or rdamtoft@ftc.gov