

# Course : Competition law for non-lawyers

Practical course - 2d - 14h00 - Ref. DRE

Price : 1310 € E.T.

During this course, you will learn about the main national, European and international competition rules. You will learn how to identify anti-competitive practices. This will enable you to avoid the risks incurred by your company in its commercial activities.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Identify anti-competitive practices.
- ✓ Understand the relationship between Community law and national law.
- ✓ Identification of cartel cases and related sanctions.
- ✓ Analyzing merger control appeals
- ✓ Respect billing and payment rules.

## Intended audience

Juristes, agents commerciaux. Toute personne souhaitant s'initier au droit de la concurrence.

## Prerequisites

No special knowledge required.

## Practical details

### Teaching methods

Knowledge transfer, group discussions, case studies.

## Course schedule

### 1 Understand the fundamentals of domestic and European competition law

- The scope of competition rules.
- The relationship between Community law and domestic law.
- Competent institutions at both national and Community level (ordinary law authorities and courts).

## PARTICIPANTS

Juristes, agents commerciaux. Toute personne souhaitant s'initier au droit de la concurrence.

## PREREQUISITES

No special knowledge required.

## TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

## ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 2 Mastering the rules on cartels and abuse of a dominant position

- The principle of prohibition of agreements between undertakings in national and Community law.
- Identifying cases of collusion between companies.
- Exemptions for agreements.
- Cartel sanctions.
- The prohibition of abuse of a dominant position under national and Community law.
- The notion of economic dependence, an abuse of relative domination.
- The purpose and content of the ban on abnormally low pricing practices.

### Example

Analysis of a cartel litigation procedure.

## 3 Mastering preventive merger control

- The concept of concentration and different thresholds.
- Defining relevant markets.
- National merger proceedings.
- Community merger procedure.
- The condition of hindrance to competition.
- Penalties incurred.

### Exercise

Analysis of a merger control appeal.

## 4 Understanding state aid cases

- Criteria for qualifying state aid.
- The distinction between incompatible, automatically compatible and potentially compatible aid.
- Exemption typology.
- Implementation of the litigation procedure.

### Storyboarding workshops

Discussions on the relevance of the principle prohibiting state aid and its application.

## 5 Avoiding restrictive business practices

- The framework of commercial negotiation.
- Billing rules to be respected.
- Payment deadlines.
- Ban on resale at a loss.
- A ban on minimum price maintenance.
- Controlling the termination of commercial relations.

### Hands-on work

Case study on the application of invoicing rules.

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.