Antitrust and You

What you don’t know can hurt you AND your company.

This national program contains reading material, do’s and don’ts, along with a section of Questions and Answers with focus on the sales force and the presentation time is about 1 hour. An optional video titled “Someone is Watching” is approximately 25 minutes long is also available.

The program can be presented by a credit professional with the included materials. For in-depth questions and answers the addition of a legal professional is advised.

1. Reading the program material is a good teaching tool of basics up to advanced for a group of credit professionals and a mixed group of personnel from different areas of business.

2. The Do’s and Don’ts match well with the video when you have an audience that includes sales personnel, purchasing department staff, department managers as well as credit staff.

3. The question and answer section may need an attorney or legal professional to prepare to handle questions.

The target audience is credit professionals as well as people in sales, management and human resource areas of companies.

Program content highlights

✓ Reading section
  ▪ Summary of Antitrust Laws
  ▪ Consequences of violations
  ▪ Guidelines for conduct of business
    ➢ Relations with competitors
    ➢ Relations with customers and suppliers
    ➢ Internal company conduct

✓ Do’s and Don’ts
  ▪ Rules of conduct involving
    ➢ Competitors
    ➢ Customers and suppliers
    ➢ Handling investigative inquiries
    ➢ Record retention/destruction
    ➢ Reporting potential violations

✓ Questions and answers – situations
  ▪ Lower price offered
  ▪ Competitive price list
  ▪ Trade association meeting
  ▪ Telephone contact with competitor
  ▪ Inquiry about decision to bid

✓ Reference section – Internal conduct and Glossary