

**National Training Workshop on Competition Policy and Law**  
**25-27 July, Gaborone, Botswana**

*Organised by*

**Botswana Council of Non-Governmental Organisations (BOCONGO);  
 CUTS International &**

**Coordinated by CUTS Institute for Regulation and Competition (CIRC)**

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**Day One**

**Pre-Lunch Session**

**FOURTH ROUND OF NATIONAL REFERENCE GROUP MEETING**

<b>Timing</b>	<b>Agenda</b>
0900 to 1230 hrs	

**Lunch: 1230 to 1330**

**Post-Lunch Session**

**NATIONAL TRAINING WORKSHOP ON COMPETITION POLICY AND LAW**

<b>Timings</b>	<b>Sessions</b>
1330 to 1400 hrs	<p><b>Opening and Welcome Address</b></p> <ul style="list-style-type: none"> <li>- Representative of the Partner Organisation (BOCONGO)</li> <li>- Representative from the Ministry of Trade &amp; Industry</li> </ul> <p><b>Introduction to Outline of the Workshop and its Purpose</b></p> <ul style="list-style-type: none"> <li>- CUTS International</li> </ul> <p><b>Self-Assessment Questionnaires</b></p> <ul style="list-style-type: none"> <li>- CUTS International</li> </ul>
1400 to 1530 hrs	<p><b>Introduction to Competition Policy and Law – Rationale &amp; Objectives</b></p> <ul style="list-style-type: none"> <li>- What is Competition Policy and how is it different from Competition Law?</li> <li>- Objectives and Scope of Competition Policy and Law</li> <li>- What are Anti-competitive Practices and how do they affect consumers? (explanation with illustrations)</li> </ul> <p><b><u>Resource Person:</u> John Preston, UK</b></p> <p align="center"><b>Questions and Clarifications</b></p>

1530 to 1600 hrs	<b>TEA BREAK</b>
1600 to 1700 hrs	<p><b>Introduction to Competition Analysis</b></p> <ul style="list-style-type: none"> <li>- Basic concepts</li> <li>- Market definition and market structures</li> <li>- Structural vs. behavioural issues</li> </ul> <p><b><u>Resource Person:</u> Jennifer Skilbeck, UK</b></p> <p style="text-align: center;"><b>Questions and Clarifications</b></p>
1700 to 1730 hrs	<p><b>Summing-up the day's proceedings</b> CUTS International</p>

## Day Two

0900 to 1000 hrs	<p><b>Dominance and Abuse of Dominance</b></p> <p><b><u>Resource Person:</u> John Preston, UK</b></p> <p style="text-align: center;"><b>Questions and Clarifications</b></p>
1000 to 1100 hrs	<p><b>Dealing with Unfair Trade Practices (UTPs)</b></p> <ul style="list-style-type: none"> <li>- What are UTPs</li> <li>- How they affect consumers</li> <li>- Ways of dealing with UTPs</li> </ul> <p><b><u>Resource Person:</u> John Preston, UK</b></p> <p style="text-align: center;"><b>Questions and Clarifications</b></p>
1100 to 1130 hrs	<b>TEA BREAK</b>
1130 to 1230 hrs	<p><b>Vertical Restraints/Agreements</b></p> <ul style="list-style-type: none"> <li>- What are they?</li> <li>- Types with examples?</li> <li>- How to deal with them (with Case studies)</li> </ul> <p><b><u>Resource Person:</u> Patrick Krauskopf, Switzerland</b></p> <p style="text-align: center;"><b>Questions and Clarifications</b></p>

1230 to 1330 hrs	<b>LUNCH</b>
1330 to 1500	<p><b>Case Work: Vertical Restraints/Agreements</b></p> <p><b><u>Resource Person:</u> Patrick Krauskopf, Switzerland</b></p> <p>[Providing a Real/Hypothetical Case to the participants, who are divided into 3 or 4 groups. Each of the groups analyse the case internally and come up with prescriptions on how to deal with the same. A representative from each of the groups makes a presentation]</p>
1500 to 1530 hrs	<b>TEA BREAK</b>
1530 to 1630 hrs	<b>Summing-up the day's proceedings</b>

## Day Three

0900 to 1030 hrs	<p><b>Horizontal Restraints</b></p> <ul style="list-style-type: none"> <li>- What are they?</li> <li>- Types with examples?</li> <li>- How to deal with them (with Case studies)</li> </ul> <p><b><u>Resource Person:</u> Jennifer Skilbeck, UK</b></p> <p style="text-align: center;"><b>Questions and Clarifications</b></p>
1030 to 1100 hrs	<b>TEA BREAK</b>
1100 to 1230 hrs	<p><b>Case Work: Horizontal Restraints</b></p> <p><b><u>Resource Person:</u> Jennifer Skilbeck, UK</b></p> <p>[Providing a Real/Hypothetical Case to the participants, who are divided into 3 or 4 groups. Each of the groups analyse the case internally and come up with prescriptions on how to deal with the same. A representative from each of the groups makes a presentation]</p>

1230 to 1330 hrs	<b>LUNCH</b>
1330 to 1430 hrs	<p><b>Competition Policy and Consumer Protection</b></p> <ul style="list-style-type: none"> <li>- How Competition promotes consumer welfare (provide examples)?</li> <li>- Hybrid Laws and Agencies: dealing with Competition and Consumer protection</li> </ul> <p><b><u>Resource Person:</u> Patrick Krauskopf, Switzerland</b></p>
1430 to 1500 hrs	<b>TEA BREAK</b>
1500 to 1600 hrs	<p><b>Self-Assessment Questionnaires</b> <b>CUTS International</b></p>
1600 hrs	<p><b>Summing up and Way forward</b> <u>Moderator:</u> CUTS International</p> <p><u>Observations:</u> Ministry of Trade and Industry, representative Patrick Krauskopf Jennifer Skilbeck John Preston</p>