

**Africa Regional Training Workshop On Competition Policy and Law Omlplementation**  
**15-17 February 2007, Pretoria, South Africa**

**Agenda**

Time	Day 1	Day 2	Day 3
	<b>Theme: Introduction + Basics</b>	<b>Theme: Restrictive Practices – II</b>	<b>Theme: Mergers &amp; Acquisitions</b>
0900-0930	<b>Introduction/Overview of the Training Workshop</b> <b>Facilitator: Sajeev Nair, CUTS International, India</b>	<b>Dealing with VERTICAL RESTRAINTS</b> - What are Vertical Restraints - Understanding different types of Vertical Restraints - 1-2 Case studies	<b>Dealing with M&amp;As</b> - Different types of M&As - Pros and Cons of M&As - Merger assessment and available guidelines - Cross Border effects - Effectiveness of national, regional and international instruments and agencies in dealing with cross-border M&As
0930-1100	<b>Introduction to Competition Policy and Law – Rationale &amp; Objectives</b> - What is Competition Policy and how is it different from Competition Law? - Objectives and Scope of Competition Policy and Law - What are Anti-competitive Practices and how do they affect consumers? (explanation through illustrations) <b>Resource Person: Thula Kaira, Zambia Competition Commission, Zambia</b>	<b>Resource Person: David Lewis, South Africa Competition Tribunal, South Africa</b>	<b>Resource Person: Thula Kaira, Zambia Competition Commission, Zambia</b>
1100-1130	<b>TEA BREAK</b>	<b>TEA BREAK</b>	<b>TEA BREAK</b>
1130-1300	<b>Introduction to Competition Analysis</b> - Basic concepts - Market definition and market structure - Structural Vs behavioural issues - Porter’s 5-force model <b>Resource Person: Trudi Hartzenberg, TRALAC, South Africa</b>	<b>Case Work – II On Vertical Restraints</b> <b>Resource Person: Thula Kaira, Zambia Competition Commission, Zambia</b>	<b>Case Work – III</b> <b>Undertaking MERGERS IMPACT ASSESSMENT</b> <b>Resource Person: Liezel Blignaut, South Africa Competition Commission</b>

1300-1400	<b>LUNCH BREAK</b>	<b>LUNCH BREAK</b>	<b>LUNCH BREAK</b>
	<b>Theme: Restrictive Practices – I</b>		<b>Theme: Other Issues + Conclusions</b>
1400-1530	<p><b>Dealing with HORIZONTAL RESTRAINTS</b></p> <ul style="list-style-type: none"> <li>- What are Horizontal Restraints?</li> <li>- Understanding different types of Horizontal Restraints</li> <li>- 1 or 2 Case Studies</li> </ul> <p><b><u>Resource Person:</u> Benson O Nyagol, Monopolies and Prices Commission, Kenya</b></p>	<p><b>Presentations by Groups and Plenary Discussions</b></p> <p><b>On Vertical Restraints</b></p>	<p><b>Regional Competition Legislations and synergies with national competition Laws</b> (presentations on)</p> <ul style="list-style-type: none"> <li>- COMESA</li> <li>- SADC</li> </ul> <p><b><u>Resource Person:</u> James Musonda, COMESA Secretariat, Zambia</b></p>
1530-1545	<b>TEA BREAK</b>	<b>TEA BREAK</b>	<b>TEA BREAK</b>
1545-1715	<p><b>Case Work – I</b></p> <p><b>On Horizontal Constraints</b></p> <p><b><u>Resource Person:</u> Benson O Nyagol, Monopolies and Prices Commission, Kenya</b></p>	<p><b>Dealing with Abuse of Dominance</b></p> <ul style="list-style-type: none"> <li>- Meaning of Dominant Market Position</li> <li>- Understanding Abuse of Dominance situations</li> <li>- Ways to deal Abuse of Dominant Positions</li> <li>- 1 to 2 Case Studies</li> </ul> <p><b><u>Resource Person:</u> Sitesh Bhojani, Former Commissioner, Australian Competition and Consumer Commission</b></p>	<p><b>Self Assessment Questionnaires</b> (On various themes of the training workshop)</p> <p><b><u>Facilitator:</u> Sajeev Nair, CUTS International, India</b></p>

1715-1830	<p><b>Presentation by Groups and Plenary Discussions</b></p> <p><b>On Horizontal Constraints</b></p>	<p><b>Exercise</b></p> <ul style="list-style-type: none"> <li>- Identifying elements of Dominant Market Position</li> <li>- How to deal with Abuse of Dominance pertaining to it?</li> </ul> <p>Followed by <b>Discussions</b></p> <p><b>Resource Person: Sitesh Bhojani, Former Commissioner, Australian Competition and Consumer Commission</b></p>	<p><b>Summing Up &amp; Closing</b></p> <ul style="list-style-type: none"> <li>- What lessons were learnt?</li> <li>- What more needs to be done (with regards Capacity Building)</li> <li>- Suggestions on issues/aspects and participants for the National Workshops (scheduled under the 7Up3 project) in the seven project countries</li> <li>- What CUTS/partners/others should do to promote a healthy competition culture in E &amp; S Africa</li> </ul> <p><b>Moderators: Sajeev Nair, CUTS international &amp; Garth le Pere, IGD, South Africa</b></p>
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