

About CIRC

CUTS Institute for Regulation and Competition (CIRC) (www.circ.in) provides advisory and capacity building solutions to public and private sector enterprises, governments, multilateral institutions in the areas of competition law & policy, economic regulation, and consumer issues. It is governed by a Board, comprising eminent professionals and headed by Dr. C Rangarajan, Chairman, Prime Minister's Economic Advisory Council. A large number of capacity building programmes have been conducted by CIRC in India as well as abroad.

Competition Learning @ CIRC

<p>Diploma / Certificate in Competition Policy and Law</p>  <p>www.circ.in/cpl</p>	<p>CIRC Competition Law Workshops</p> <p>Leverage your competitive strength</p> 	<p>Customized Training Programmes</p> 
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Registration & Payment Process

For registration please send the following details to execed@circ.in

[1] Name of Participant [2] Company/ Organisation Name [3] Contact No. & E-mail ID of Participant [4] Training Location [5] Course [6] Course Date/s [7] Fee Details [8] Postal address of participant
(all details are mandatory for registration)

Payment Options	Deposit Cash / Cheque / Demand Draft / Online In any Axis Bank Branch across India in favor of	CUTS INSTITUTE FOR REGULATION & COMPETITION
	Bank Account No. (Axis Bank)	268010100153690
	For Online Transfer	MICR - 110211030, IFSC CODE - UTIB0000268, Axis Bank - Greater Kailash - II, Delhi - 110048
Group Discount	10% per person group discount will be admissible for 4 or more people sponsored by an organisation.	

For Further Details / Registration

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Competition Law Workshop for Public Sector Enterprises

"Facing Competition While Staying Within Boundaries"

Friday, 27th April 2012
New Delhi

Friday, 7th September 2012
Chennai



CIRC Competition Workshops



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Why PSEs need to know about Competition Law?

In India, the PSEs account for more than one-fifth of the gross domestic capital formation and have been applauded for their contribution in "nation building". However, a lot has changed since they were initially established. From natural monopolies to newly created markets, in sectors such as telecom, oil and gas, airports, power, seaports, highways, public transport, technology goods, heavy engineering, chemicals & fertilizers etc, PSEs now face altogether different competitive compulsions. These competition threats largely emanate from the evolving sector regulatory and competition regimes in India.

Inherently, with strong financial, political, and institutional support, PSEs are said to be in advantageous position in the market place vis-à-vis private players. However, the changing rules of the game posit greater challenges before PSEs. On one hand, there are allegations that PSEs' incumbent position provides them unjustified advantage in the market place, especially in light of the alleged absence of competitive neutrality on the part of the government. This, it is said, gives PSEs the dominant position, and results in a competitive disadvantage to private players.

On the other hand, there is a concern that in some sectors, PSEs complain to receive unfair competition from their private counterparts, especially in the high-end technology industries, where the global leaders have had a clear advantage.

It is important to recognize that under the new Competition Act all the PSEs fall within its ambit. And furthermore, there has been a sudden surge of competition cases against them. In a statement, the Competition Commission of India (CCI), the enforcement agency for the Act, revealed that they were examining at least 75 cases, at various stages which involved various PSEs.

PSEs and Competition Policy & Law Some Observations

"Competition Policy.... is second biggest reforms initiative andwill be helpful in bringing competition and transparency in all government and public sector transactions."

Dr. M. Veerappa Moily

Union Minister for Corporate Affairs

Source: SME News, 13 September 2011

"Competition Commission of India (CCI) will step in whenever there is abuse of market dominance, by private or state-controlled monopolies."

Ashok Chawla

Chairperson, CCI

Source: The Economic Times, 28 November, 2011

"In the past 10 months, we have received many complaints against PSUs...And in a number of instances they have been found to be true based on documentary evidences"

A K Chauhan

Director General,

Competition Commission of India

Source: The Economic Times, 11 February, 2011

Agenda:

09:00 - 09:15 am - Networking Tea

09:15 - 10:30 am - **Understanding Agreements**

- Anti-competitive Agreements and PSEs
- Cartelisation, price fixing, market allocation, bid rigging, limiting sale/supply/production/investments
- Resale price agreements, exclusive dealing, tie-in agreements, refusal to deal, etc.

10:30 - 11:15 am - Group Work/Case study on Agreements

11:15 - 11:30 am - Tea Break

11:30 - 12:15 am - **Abuse of Dominance (AoD) and PSEs**

- AoD issues in newly opened markets
- AoD issues relating to pricing, procurement, technology, production, supply/sale of goods and services etc.

12:15 - 13:00 pm - Group Work/Case study on Abuse of Dominance (AoD)

13:00 - 14:00 pm - Lunch

14:00 - 14:45 pm - **Mergers & Acquisition (M&A) and PSEs**

- Current trends and practices in the Indian public sector industry
- Overview of the merger regulation and broad outline of issues involved
- Acquisitions by emerging market firms in developing markets: some evidence from Indian M&As in developing countries

14:45 - 15:00 pm - Tea Break

15:00 - 16:00 pm - Group Work/Case study on Mergers & Acquisition (M&A)

Feedback

Who should attend?

Senior and middle level executives in law/compliance, marketing and finance department who are concerned with corporate strategy and market facing decisions.

What you gain?

Through the workshop the participants will develop:

- understanding on competition law and its impact on/relationship with business activities/decisions;
- ability to identify anti-competitive conducts at the market place;
- understanding of competition law compliant decisions, and
- preparedness in responding to specific competition issues.

Also, the participants will get a compilation of competition cases and industries papers along with a toolkit, authored by eminent competition expert, Mr. Pradeep S Mehta, on Competition Law in India.

To Register:

Only 30 participants will be accepted in the workshop on first come first serve basis. Interested professionals/ PSEs may register themselves/ nominate executives for the workshop by remitting a registration fee of INR 15,000 per participant in favour of "CUTS Institute for Regulation and Competition, New Delhi". Group discount is admissible as per policy mentioned overleaf. The registration fee includes a copy of the resource material, competition law toolkit, workshop lunch and tea.

It is our aim to give you the best in experience as our privileged participants.

Past Competition Law Workshops



Some of the past participant