

## *Canadian Competition Law*

Canada's Competition Act is the oldest competition statute in the western world. Although similar to its U.S. corollary — known as "antitrust law" — Canada's competition law differs in several important respects and was amended substantially in 2009.

As commerce becomes increasingly global, an understanding of the laws of various countries is necessary to do business and avoid unnecessary litigation, fines and even prison. A web of international rules poses significant dangers for both intentional and inadvertent competition-law violations. Consequently, organizations and their employees may become afraid to be inventive, aggressive and competitive in completely legitimate ways.

Thus, it is crucial that organizations train their employees on the basic what, why and how of competition-law enforcement: (1) what are the basic legal principles, and what problems can occur in the real world in dealings with colleagues, customers, competitors, suppliers and business partners; (2) why is compliance with antitrust law important to your organization's business goals and the free-enterprise system in general, and why avoiding violations and civil and criminal penalties is so important; and (3) how to recognize potential problems and deal with them appropriately, and how to compete creatively and legitimately.

### Course Summary

This 35-minute course explains the basic principles of Canadian competition law in simple, understandable terms. It includes pop-quizzes, news clippings and a final quiz highlighting real-world compliance issues that employees should learn to recognize and respond to appropriately.

## *Canadian Competition Law (cont'd)*

The topics covered in the course include —

- Overview of Canadian competition law
  - Relationships with competitors
    - Price-fixing
    - Market allocation
    - Bid-rigging
    - Boycotts
    - Agreements about quality or quantity
  - Reviewable trade practices
    - Market restriction
    - Refusals to deal
    - Resale price maintenance
    - Exclusive dealing
    - Tied selling
  - Abuse of dominance
    - Price discrimination
    - Predatory pricing
    - Promotional allowances
  - Merger control and review
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