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| <b>Module title</b>  | <b><i>Excessive, discriminatory and predatory pricing</i></b>                           |
| <b>Dates</b>   | Wednesday, 21 <sup>st</sup> June 2017   |
| <b>Instructor</b>  | Ass. Prof. Chrysovalantou-Vasiliki Milliou, Athens University of Economics and Business |
| <b>Module description</b>  |   |
| <p>This module provides an in depth understanding to judges and prosecutors of a number of pricing practices which firms use and are included in the EU Competition Law. More specifically, the module will cover the following main topics:</p> <p><b>1. Excessive Pricing</b></p> <p>Definition<br/>Main Effects<br/>Economic Analysis<br/>Case Law</p> <p><b>2. Predatory Pricing</b></p> <p>Definition<br/>Main Effects<br/>Economic Analysis<br/>Case Law</p> <p><b>3. Discriminatory Pricing</b></p> <p>Definition<br/>Main Effects<br/>Economic Analysis<br/>Case Law</p> |   |
| <b>Training outcomes</b>   |   |
| <p>The main objectives of this module are to enable the judges and prosecutors to:</p> <ul style="list-style-type: none"> <li>- have a thorough understanding of a number of pricing practices that EU Competition Law deals with.</li> <li>- familiarize with important economic arguments used in the application of the EU Competition Law</li> <li>- develop the ability to apply economic tools in their decisions</li> <li>- improve their comprehension of the related case law</li> </ul>  |   |

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| <p><b>Training materials/bibliography</b></p> | <ul style="list-style-type: none"> <li>- <b>Power point presentation</b></li> <li>- <b>EU Case Law</b></li> <li>- <b>Reports</b></li> <li>- <b>Examples and mock exercises</b></li> <li>- <b>Bibliography:</b></li> </ul> <p>*Essential:</p> <p>Motta, M. (2004), <i>Competition Policy: Theory and Practice</i>, Cambridge University Press (Chapter 7).</p> <p>Gual, J., M. Hellwig, A. Perrot, M. Polo, P. Rey, K. Schmidt and R. Stenbacka (2005), "An Economic Approach to Article 82", Report by the EAGCP, European Commission.</p> <p>*Complementary:</p> <p>Βέππας, Ν. και Ι. Κατσουλάκος (2004), <i>Πολιτική Ανταγωνισμού και Ρυθμιστική Πολιτική</i>, Τυπωθήτω. (Κεφάλαιο 10)</p> <p>Bishop, S. and M. Walker (2009), <i>The Economics of EC Competition Law</i>, 3<sup>rd</sup> edition, Thomson.</p> <p>Lyons, B. (2009), <i>Cases in European Competition Policy</i>, Cambridge University Press.</p> <p>Motta, M. and A. de Stree (2007), "Excessive Pricing in Competition Law: Never Say Never?", in <i>The Pros and Cons of High Prices</i>, Stockholm: Konkurrensverket – Swedish Competition Authority.</p> <p>Motta, M. and A. De Stree (2004), "Exploitative and Exclusionary Excessive Prices in EU Laws", in C.D. Ehlermann and I. Atanasiou (eds.), in <i>What is an abuse of a dominant position?</i>, Hart Publishers.</p> |
| <p><b>Teaching Methodology</b></p>            | <p>The module will be highly interactive. It will include:</p> <ul style="list-style-type: none"> <li>- a lecture based on a power point presentation</li> <li>- examples and mock exercises</li> <li>- connection to EU case law</li> <li>- discussion and questions</li> </ul>  |
| <p><b>Language</b></p>                        | <p>Greek</p>  |