

## **Economia e politica della concorrenza**

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### **Case Discussions: Hints and Suggestions**

- **Each student has 15 minutes** for his/her presentation. Therefore each 3-student working group has a total of 45 minutes, and the 4-student working group has a total of 60 minutes.
- You are expected to prepare **powerpoint slides** for your presentation.
- For working groups of **3 students**: 1 student represents the firms' side, 1 student represents the opposing side (i.e. the competition authority), 1 student acts as the judge
- For working groups of **4 students**: 2 students represent the firms' side, the other two students represent the opposing side (i.e. the competition authority).
- The first speaker of each group should begin his presentation with a short summary of the case.
- The point of the exercise is to **practice advocacy**: exploit all the information given in the case material, and everything you learned in this class, to defend "your" side of the case as best you can. We encourage you to discuss your arguments with the "opponents" (i.e. the students representing the other side of your case) beforehand, in order to work out a coherent sequence of accusations and rebuttals. There is nothing wrong about being a little polemic, as long as you remain intellectually honest.
- I recommend you **rehearse your presentation** beforehand to make sure you remain within the time limit.
- Don't read your sentences off your notes, make sure what you say fits what you show on the slides, be clear and concise (well, the **standard "dos and don'ts"** for presentations)
- Each student is required to present (**no delegation** to other group members possible!)
- Students are expected to **attend all presentations** (not just your own).