

John Jarndyce Prep Outline

I. September Price Raise

How do you explain the fact that you raised prices on September 13 at 1 p.m. less than 24 hours after you met with your competitor Joe Smith the evening of September 12 for more than two hours?

Relevant Case Themes

- Executives in the industry had social relationships but understood not to discuss pricing or other sensitive business information
- Jarndyce and Smith had a long-standing personal relationship outside of work
- Pricing decisions were made pursuant to a standard protocol requiring involvement of counsel and proper business justifications

Key Documents

- Email Jarndyce to Smith (9/11/2024) – “Looking forward to seeing you tomorrow evening”
- Email from Smith to Jarndyce (9/13/2024) – “Had a great time. As always, interesting to talk discuss things with you. Makes everything easier”
- Price raise announcement (9/13/2024) – Announcing widget price increase of 10%
- Internal pricing packet (9/8/2024) – Internal justification for pricing announcement

II. Pricing Process

How can you claim your internal pricing process prevented anticompetitive behavior when it relied entirely on the word of the pricing reporter for the justification for the price changes, without any external investigation?

Case Themes

- Theme 1
- Theme 2

Key Documents

- Document 1
- Document 2