Abbott Interaction with Competitors

Translation table 2024

**INSTRUCTIONS:**

**1)** Please edit the translation in the TARGET column directly.

**2)** To comment on a segment, simply create a new MS-Word comment.

**3)** It is best to edit this file in Normal or Draft view rather than page layout.

**4)** DO NOT alter the ID or SOURCE column text.

**5**) Blank rows should be ignored but not deleted.

**6**) **The following formatting must be maintained throughout:**

* **Paragraph (the number of paragraphs per row must be maintained)**
* **bold**
* **italic**
* **underline**
* **links**
* **lists (bullets and number of items in a list must be maintained)**

**7**) Ctrl+click on an ID in the left hand collumn to view the relevent screen in the online course. Toc ID’s will open the table of contents, ID’s containing \_string\_ have no relevent screen and are not linked.

|  |  |  |
| --- | --- | --- |
| ID | Source | Target |
| [Screen 0](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1)  [1\_C\_1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1) | Interactions with Competitors  Click the forward arrow. |  |
| [Screen 1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2)  [2\_C\_2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2) | At Abbott, we are committed to fair dealing and complying with competition laws.  Competition benefits everyone, from businesses to consumers to the economy as a whole. Competition results in dynamic markets, leading to increased productivity and better value for consumers. |  |
| [Screen 2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3)  [3\_C\_3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3) | Upon completion of this course, you will:   * Be able to explain what anti-competitive behavior is, who it impacts, and how. * Recognize that there are laws and regulations designed to prevent anti-competitive behavior. * Understand Abbott’s expectations for conducting business globally in the right way. * Know where to go for help and support. |  |
| [Screen 3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4)  [4\_C\_4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4) | [1] Welcome  1 minute  [2] Introduction to Antitrust  2 minutes  [3] Laws and Regulations  4 minutes  [4] The Impact on Our Business and Our Responsibilities  5 minutes  [5] Your Commitment  1 minute  [6] Knowledge Check  3 minutes  Learning Progress  This Topic is now available. |  |
| [Screen 4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5)  [5\_C\_5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5) | In our day-to-day work activities, we sometimes interact with competitors.  These interactions may take place in formal settings like when we are participating in tenders or trade association meetings, or in less formal settings like chance encounters in doctors’ offices. Regardless of the setting, any interaction with a competitor could potentially pose a risk to you and Abbott. |  |
| [Screen 5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6)  [6\_C\_6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6) | As a healthcare company, it is critical that we always do what is right for the many people we serve.  This includes complying with antitrust laws designed to prevent unfair competition. |  |
| [Screen 6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7)  [7\_C\_7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7) | Competition laws, also known as antitrust laws, exist to protect consumers from conduct that is anti-competitive, deceptive, or unfair.  These laws prohibit agreements that eliminate or discourage competition and apply to many aspects of our business, including relationships with competitors, prices, marketing and trade practices, and terms of sale to distributors and other customers. |  |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8)  [8\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8) | Quick Check  Test your knowledge now! |  |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8)  [9\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8) | It is okay during an informal conversation to discuss product prices with competitors? |  |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8)  [10\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8) | True  False  Submit |  |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8)  [11\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8) | That's correct!  That's not correct!  We must always exercise caution when interacting with competitors. You should not discuss sensitive business topics such as prices, sales terms, business or marketing plans, margins, costs, production capacity, inventory levels or discounts with competitors. |  |
| [Screen 8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=12_C_9)  [12\_C\_9](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=12_C_9) | [1] Welcome  1 minute  [2] Introduction to Antitrust  2 minutes  [3] Laws and Regulations  4 minutes  [4] The Impact on Our Business and Our Responsibilities  5 minutes  [5] Your Commitment  1 minute  [6] Knowledge Check  3 minutes  Learning Progress  This Topic is now available. |  |
| [Screen 9](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10)  [13\_C\_10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10) | Most countries in which we do business have laws that prohibit unfair competition. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11)  [14\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11) | Abbott’s own standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.  These standards can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11)  [15\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11) | Ensuring Our Interactions with Competitors are Appropriate  Agreements or discussions with competitors regarding price, volume, limiting or controlling production or sales volume, customer or market allocation, tenders, requests for proposal, or bids are strictly prohibited.  Boycotts are also prohibited. Agreeing with a competitor not to deal with another company or supplier, or encouraging others to do so, could be construed as unfair competition. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11)  [16\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11) | Adhering to the Laws  We are committed to complying with competition laws in every country where we do business. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11)  [17\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11) | Fair, Merit-Based Tender Processes  Abbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11)  [18\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11) | Meetings with Competitors  When meeting with competitors, it is important to review the agenda to ensure that only appropriate topics are covered. Never engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume.  If someone begins to discuss these matters, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11)  [19\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11) | Competitors and the Labor Market  Under competition laws, competitors include not only the companies with whom Abbott competes to sell our products, but also companies with whom we compete to hire employees.  For example, discussing employee compensation with another company or agreeing with another company not to hire each other’s employees (no poach agreements) can also be viewed as anti-competitive. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11)  [20\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11) | Reporting Suspected Violations  We are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12)  [21\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12) | Quick Check  Test your knowledge now! |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12)  [22\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12) | You are a Regional Sales Manager responsible for Abbott Vascular in Turkey. You are considering submitting a bid to supply product to a large public hospital in your area. You are aware that the contract is currently held by a local company. Before investing a lot of time into putting together the bid, you reach out to a counterpart at Medtronic to find out whether they are bidding. Is this okay? |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12)  [23\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12) | Yes, as long as you do not discuss pricing, discounts, rebates or any other terms of the bid.  Yes, since the objective of the call is simply to establish whether or not Medtronic would bid.  No. Any discussion with competitors regarding pricing or bidding strategies is strictly prohibited.  Submit |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12)  [24\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12) | That's correct!  That's not correct!  While there is no indication that the purpose of the call is to engage in rigging the bid, any discussion with a competitor about the terms of a bid or bidding strategies could be perceived as harmful to competition.  For instance, if both Medtronic and Abbott refrain from submitting competitive bids, it could leave the door open for a single firm to bid on the contract. This could result in the hospital paying more than would be expected in a competitive situation. This could subsequently be viewed by the authorities as a type of bid suppression. |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13)  [25\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13) |  |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13)  [26\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13) | You are an Area Sales Director for Abbott’s Rapid Diagnostics business in East Africa. At a meeting with a local distributor who distributes diagnostic testing equipment for you and a leading competitor, you are provided with a list of customers who the distributor says you should target for rapid diagnostic marketing. It is explained that a similar length list with different customers has been given to your competitor, so that the two companies’ marketing efforts don’t overlap. Since the distributor is responsible for the final sale of the companies’ products, you agree to limit your marketing efforts to the customers on the list. Is this okay? |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13)  [27\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13) | Yes  No  Submit |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13)  [28\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13) | That's correct!  That's not correct!  Market or customer allocation is almost always illegal. The fact that the arrangement is being organized by a third party, in this case a local distributor, does not change the fact that dividing customers or geographic areas to avoid competition may result in customers paying more for their diagnostic equipment.  When communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14)  [29\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14) | Click the arrow to begin your review.  Review  Take a moment to review some of the key concepts in this section. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14)  [30\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14) | Competition Laws  Most countries in which we do business have laws that prohibit unfair competition. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14)  [31\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14) | Fair, Merit-Based Tender Processes  Abbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14)  [32\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14) | Meetings with Competitors  Never engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14)  [33\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14) | Responding to Anti-competitive Discussions  If someone begins to discuss sensitive business topics, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14)  [34\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14) | Reporting Suspected Violations  We are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. |  |
| [Screen 14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=35_C_15)  [35\_C\_15](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=35_C_15) | [1] Welcome  1 minute  [2] Introduction to Antitrust  2 minutes  [3] Laws and Regulations  4 minutes  [4] The Impact on Our Business and Our Responsibilities  5 minutes  [5] Your Commitment  1 minute  [6] Knowledge Check  3 minutes  Learning Progress  This Topic is now available. |  |
| [Screen 15](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16)  [36\_C\_16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16) | Abbott’s global standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.  They outline at a high-level Abbott’s commitment to comply with the competition laws in every country in which we do business. |  |
| [Screen 16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17)  [37\_C\_17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17) | Governments around the world have pursued actions against competitors who have colluded to limit competition.  The penalties for anti-competitive behavior have increased significantly over recent years. |  |
| [Screen 17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18)  [38\_C\_18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18) | Besides civil and criminal penalties, there are other consequences.  Since anti-competitive conduct usually results in higher prices or reduced selection for consumers, a company that commits such crimes risks seriously damaging its reputation in the eyes of its customers. |  |
| [Screen 18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19)  [39\_C\_19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19) | As an Abbott employee, it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate.  An employee who commits anti-competitive acts is violating company policies and can face disciplinary action, including termination. |  |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20)  [40\_C\_20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20) | When facing a difficult decision, always take time to think things through.   * Think about what laws, policies, and procedures might be compromised. * Think about the risks to you and the company. * Think about what effect your decision will have on others. * But, most of all, think about your options. Because you always have options. |  |
| [Screen 20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21)  [41\_C\_21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21) | Remember, no matter what happens, if you make the right choice, Abbott will be there to support you. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22)  [42\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22) | Remember, any conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22)  [43\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22) | Discussions around Pricing  Any conversation between competitors regarding pricing, such as price differentials, list prices, or free services, could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22)  [44\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22) | Discussions around Public Tenders  Any discussion between competitors regarding public tenders, bids, and Requests for Proposals (RFPs) could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22)  [45\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22) | Discussions around Market or Customer Allocation  Any discussion between competitors around market or customer allocation could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22)  [46\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22) | Discussions around Group Boycotts  Any discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors or retailers could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22)  [47\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22) | Discussions around Limiting or Controlling Production or Sales Volume  Any discussion with competitors around limiting or controlling production or sales volumes could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22)  [48\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22) | Third Parties and Intermediaries  When communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23)  [49\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23) | Click the arrow to begin your review.  Review  Take a moment to review some of the key concepts in this section. |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23)  [50\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23) | Your Responsibilities  As an Abbott employee it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate. |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23)  [51\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23) | Knowing What Constitutes Anti-competitive Behavior  Any conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23)  [52\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23) | Thinking Things Through  When facing a difficult decision, always take time to think about:   * What laws, policies, and procedures might be compromised. * The risks to you and the company. * The effect your decision will have on others. * Your options. |  |
| [Screen 23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=53_C_24)  [53\_C\_24](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=53_C_24) | [1] Welcome  1 minute  [2] Introduction to Antitrust  2 minutes  [3] Laws and Regulations  4 minutes  [4] The Impact on Our Business and Our Responsibilities  5 minutes  [5] Your Commitment  1 minute  [6] Knowledge Check  3 minutes  Learning Progress  This Topic is now available. |  |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25)  [54\_C\_25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25) | Take a moment to confirm your agreement with both statements.  I know and understand Abbott’s standards on Interactions with Competitors and how they relate to the environment in which Abbott operates.  I understand that I must comply with Abbott’s standards on Interactions with Competitors, which can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards.  Confirm |  |
| [Screen 25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26)  [55\_C\_26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26) | The Knowledge Check that follows consists of 5 questions. You must score 80% or higher to successfully complete this course.  WHEN YOU ARE READY, CLICK THE KNOWLEDGE CHECK BUTTON. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27)  [56\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27) |  |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27)  [57\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27) | [1] You are responsible for the manufacturing of reagents in the United States. During a conference, you and a few of your counterparts at competitors have an “off-the-record” discussion about one of your suppliers. Although no formal agreement is reached, a number of these counterparts indicate they will no longer be using a particular supplier because this supplier has near monopoly power and is using its dominant position to raise prices. Could your participation in the discussion be considered anti-competitive? |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27)  [58\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27) | [1] No, the concerns raised are valid. In fact, the supplier’s dominant position in the marketplace is anti-competitive. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27)  [59\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27) | [2] No, as long as there is no written agreement among the parties. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27)  [60\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27) | [3] Yes. Any discussion with respect to boycotting third parties could be viewed as anti-competitive. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27)  [61\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27) | [4] Yes, but only if you sign an agreement to boycott the supplier with the other parties.  Next |  |
| Screen 26  Question 1: Feedback  62\_C\_27 | Any discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors, or retailers could be viewed as anti-competitive by government authorities. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27)  [63\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27) | [2] How should you end your participation in a meeting or conversation with a competitor that begins to veer towards a pricing discussion or some other prohibited topic? |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27)  [64\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27) | [1] Calmly and respectfully. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27)  [65\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27) | [2] Loudly and dramatically and request that your objection be documented in meeting minutes, if applicable. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27)  [66\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27) | [3] Quickly and quietly.  Next |  |
| Screen 26  Question 2: Feedback  67\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27)  [68\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27) | [3] You recently attended a dinner with competitors at which product pricing and upcoming bids were discussed. In this case what should you do? Check the correct answer. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27)  [69\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27) | [1] Call the competitors that were present at the dinner to discuss your understanding of the event. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27)  [70\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27) | [2] Do nothing, since you didn’t sign any document that could be interpreted as anti-competitive. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27)  [71\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27) | [3] Write an email to all the dinner participants detailing the discussions that occurred at dinner and stating that you did not agree with any anti-competitive practices, so your position is documented. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27)  [72\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27) | [4] Contact your manager and OEC as soon as possible.  Next |  |
| Screen 26  Question 3: Feedback  73\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. Report the issue to your manager, OEC, Legal, or call SpeakUp. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27)  [74\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27) | [4] Three distributors meet to discuss an upcoming series of tenders at a local public hospital and agree to take turns winning the contracts by intentionally manipulating the prices presented at each bid. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27)  [75\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27) | [1] The scenario describes an unfair and illegal competition practice known as “bid-rigging.” |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27)  [76\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27) | [2] There are no issues with the presented scenario. Because each company won a contract, no harm was done. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27)  [77\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27) | [3] The described issue is a legitimate agreement and is not illegal.  Next |  |
| Screen 26  Question 4: Feedback  78\_C\_27 | Bid rigging is a serious offense with real-world consequences. Agreements on price or tenders are strictly prohibited. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27)  [79\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27) | [5] You are responsible for overseeing the sales and marketing team for Abbott Nutrition in the US. A competitor hires your top performing sales representative. You call your counterpart at the competitor and suggest that the two companies agree to stop poaching each other’s employees. Could this discussion be considered anti-competitive? |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27)  [80\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27) | [1] Yes, the two companies compete to hire employees and an agreement between two employers to limit this competition may be viewed as anti-competitive. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27)  [81\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27) | [2] No, because employees of the two companies are subject to non-compete provisions in their respective employee agreements. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27)  [82\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27) | [3] No, because the arrangement has no effect on the price paid by consumers.  Next |  |
| Screen 26  Question 5: Feedback  83\_C\_27 | Agreeing with another company to restrict competition in the labor market is considered in many jurisdictions unlawful, just like price fixing or similar agreements impacting the products we sell. |  |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28)  [84\_C\_28](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28) | No results are available, as you have not completed the Knowledge Check.  Congratulations! You have successfully passed the Knowledge Check.  Please review your results below by clicking on each question.  Once you’re done, click the forward arrow to take a short survey.  Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.  When you are done, click the Retake button. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200)  [91\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200) | Where to Get Help |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200)  [92\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200) | Manager  If you have questions about your interactions with those outside of Abbott, the best place to start is with your manager. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200)  [93\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200) | Written Standards   * For our company’s fundamental set of expectations about interactions with others, consult our [Code of Business Conduct](http://www.abbott.com/investors/governance/code-of-business-conduct.html). * Consult Abbott’s Ethics and Compliance Global Policy on Business Standards for further guidance on Abbott’s requirements. * Click [here](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance/SitePages/anti-corruption-policy.aspx) to access the Standards on the OEC website on Abbott World. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200)  [94\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200) | OFFICE OF ETHICS AND COMPLIANCE (OEC)   * The OEC is a global resource available to address your questions or concerns about interactions with competitors. * Visit the [Contact OEC](https://icomply.abbott.com/Apps/ComplianceContacts/) page on the [OEC website](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance) on Abbott World. * If you have any concerns about anti-competitive business activities, either within the company or in your dealings with competitors or other third parties, you can report your concerns to the OEC ([investigations@abbott.com](mailto:investigations@abbott.com)),Legal, or by visiting [Speak Up](http://speakup.abbott.com/), which is available globally, 24/7 in multiple languages. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200)  [95\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200) | Legal Division  Contact the Legal Division with questions or concerns about competition law issues.   * Click [here](https://abbott.sharepoint.com/sites/AW-Abbott-Legal) to access the Legal home page on Abbott World. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200)  [96\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200) | Course Resources  Transcript  Click [here](file:///C:\dev\AbbottCompete\courses\EN-US\translation\reference\Transcript.pdf) for a full transcript of the course |  |
| 97\_toc\_1 | Welcome |  |
| 98\_toc\_2 | Interactions with Competitors |  |
| 99\_toc\_3 | Our Philosophy |  |
| 100\_toc\_4 | Objectives |  |
| 101\_toc\_5 | Table of Contents |  |
| 102\_toc\_6 | Introduction to Antitrust |  |
| 103\_toc\_7 | Our Business Interactions |  |
| 104\_toc\_8 | The Importance of Antitrust |  |
| 105\_toc\_9 | Quick Check |  |
| 106\_toc\_10 | Table of Contents |  |
| 107\_toc\_11 | Laws and Regulations |  |
| 108\_toc\_12 | The Laws and Abbott’s Standards |  |
| 109\_toc\_13 | Quick Check |  |
| 110\_toc\_14 | Review |  |
| 111\_toc\_15 | Table of Contents |  |
| 112\_toc\_16 | The Impact on Our Business and Our Responsibilities |  |
| 113\_toc\_17 | Abbott’s Expectations |  |
| 114\_toc\_18 | You Always Have Options |  |
| 115\_toc\_19 | Knowing What To Do |  |
| 116\_toc\_20 | Review |  |
| 117\_toc\_21 | Table of Contents |  |
| 118\_toc\_22 | Your Commitment |  |
| 119\_toc\_23 | Your Commitment |  |
| 120\_toc\_24 | Knowledge Check |  |
| 121\_toc\_25 | Introduction |  |
| 122\_toc\_26 | Assessment |  |
| 123\_toc\_27 | Feedback |  |
| 124\_toc\_28 | Survey |  |
| 125\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit |  |
| 126\_string\_2 | All questions remain unanswered |  |
| 127\_string\_3 | Questions |  |
| 128\_string\_4 | Question |  |
| 129\_string\_5 | not answered |  |
| 130\_string\_6 | That's correct! |  |
| 131\_string\_7 | That's not correct! |  |
| 132\_string\_8 | Feedback: |  |
| 133\_string\_9 | Interactions with Competitors |  |
| 134\_string\_10 | Knowledge Check |  |
| 135\_string\_11 | Submit |  |
| 136\_string\_12 | Retake |  |
| 137\_string\_13 | Course Description: At Abbott we are committed to fair dealing and complying with competition laws. In this course, we will help you understand and recognize anti-competitive behavior and how to promote fair competition and avoid anti-competitive practices. This course will take approximately 15 minutes to complete. |  |
| 138\_string\_14 | Menu |  |
| 139\_string\_15 | Resources |  |
| 140\_string\_16 | Reference Material |  |
| 141\_string\_17 | Audio |  |
| 142\_string\_18 | Exit |  |
| 143\_string\_19 | Close |  |
| 144\_string\_20 | Comment... |  |