

## **Areas for Questions: Respondent**

- I. The Divestiture Process
  - A. Buyer's involvement in the process
  - B. Negotiation of the order
  - C. Negotiation of the agreement
  - D. Due diligence
  - E. Consummation of the divestiture
  - F. Hold separate/asset maintenance obligation
  - G. Monitoring
  - H. Effects of the Commission's process
- II. Order Obligations
- III. Respondent's Performance after Commission's remedy compared to before remedy
  - A. Sales/share
  - B. Prices
  - C. Innovations/new product introductions
  - D. R&D
  - E. Product quality
  - F. Customers
- IV. Buyer's Performance after Commission's remedy compared to predecessor
  - A. Sales/prices/customers/innovations/new products/R&D/quality
  - B. Effects of buyer's entry on Respondent
    - 1. Extent of buyer's competition with Respondent
    - 2. Price, quality responses of Respondent
  - C. Effect on overall market
- V. Projections
- VI. Respondent's Assessment of Commission's Process