

European
Competition
Practice

CRA Charles River
Associates

Who are we?



CRA European Competition Practice

CRA's European Competition Practice:

- » specialises in providing economic advice on matters of competition policy and regulation
- » assists firms and their legal advisors in all types of competition proceedings, including merger, cartel, abuse of dominance and state aid cases
- » advises on European Commission and national authority cases both inside and outside Europe, including the UK (Competition and Markets Authority), Germany, France and South Africa
- » works on cases across a wide range of industries, with strong expertise in broadcasting, energy, financial services, consumer products, pharmaceuticals, retailing and telecoms
- » has played a key role in many of the cases that have shaped European competition policy in recent years
- » has a worldwide network of internationally renowned academic experts
- » has offices in London, Brussels and Paris

The European Competition Practice is part of Charles River Associates (CRA), a leading global consultancy firm offering economic, financial and business management expertise to major law firms, corporations and governments around the world.

What type of projects do we work on?



CRA European Competition Practice

Project

Engaged by Universal Music Group to help gain European Commission approval for their **merger** with EMI Music

Provided advice to Sun Microsystems for their **abuse of dominance** claim against Microsoft at the European Commission

Advised Dow, who are facing damages claims arising from a **cartel** in synthetic rubber

Aim

Assess whether prices for recorded music would rise post-merger

Examine whether Microsoft's actions obstructed interoperability of rivals' products with Windows

Evaluate the cartel's impact on tyre producers who purchased synthetic rubber from Dow

Key questions

Is piracy a constraint on the price of legal music?
What impact would the merger have on Universal/EMI's bargaining power vis-a-vis iTunes and Spotify?

Would allowing interoperability lead to cloning of ideas by rivals and thereby stifle innovation in the market, or would innovation actually increase?

Did the cartel increase the price of synthetic rubber?
Did tyre producers limit the extent to which they were potentially damaged by increasing prices to final consumers?

Outcome

Merger cleared subject to divestments

Microsoft found guilty and fined a record €497m

Case settled three weeks into trial

What is it like to work for us?



CRA European Competition Practice

Our European offices have a lively and cosmopolitan feel, with staff from around the world sharing a genuine enthusiasm about economics and how it can be applied in the real world.



Alexandre, Brussels

I joined CRA from the UK Competition Authority, where I worked on competition cases. My position at CRA allows me to use my industrial economics background developed during my PhD. in Toulouse, applying it to real world issues. This involves providing economic analysis to support our clients, searching for the relevant information and data, and drafting reports.



Rikke, London

I started my career at CRA after completing my MSc at Aarhus University in Denmark. I enjoy applied microeconomics and econometrics, and CRA is one of the few places where I am actually able to apply my economic toolbox to real-world problems. At CRA I am also fortunate to work with excellent economists from both academic and professional backgrounds.



Harry, London

Following my BSc at LSE, I joined CRA to continue my love of industrial economics in a rigorous environment, surrounded by first-rate economists. I am continually challenged and pushed to be a better economist, in a community that wants me to succeed. What more could I ask for from a place to launch and pursue my career?

Who are we looking for?



CRA European Competition Practice

Our success is based on the quality of our staff. We are looking for exceptional candidates from leading universities who are passionate about applying economics to real-world problems. We operate a flexible and meritocratic system of remuneration and promotion, and the best candidates can expect to progress rapidly.

We hire graduates into the following positions:

Analyst

Candidates will hold (or be expecting to receive) a good undergraduate degree in economics and have a strong interest in microeconomics or econometrics. Analyst positions are well-suited to graduates who intend to return to further study after gaining some work experience. Analysts may be promoted to an Associate position without a Masters degree.

Consulting Associate

Candidates will already hold (or be expecting to receive) both undergraduate and postgraduate degrees in economics with a microeconomics focus, preferably with a specialism in industrial organisation. Familiarity with data handling and econometric techniques is also an advantage.

Senior Associate

In addition to the requirements for more junior entry levels, candidates for Senior Associate positions will hold a PhD in economics, or a Masters and several years' professional experience.

Analyst

Associate

Consulting
Associate

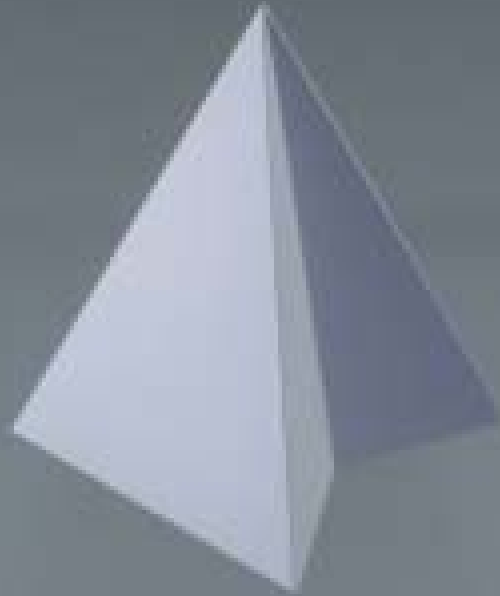
Senior
Associate

Associate
Principal

Principal

Vice
President

How can you apply?



CRA European Competition Practice

To apply for a position within CRA's European Competition Practice, please send your CV and a covering letter to Victoria Goddard at:

recruitment.economics@crai.com

For consideration in our main recruitment round please apply by 2nd January. However, applications from exceptional candidates will always be considered.

www.crai.com/ecp

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