# Table of Contents

List of Figures ......................................................... xi

1 Introduction ......................................................... 1
   1.1 Cartel Policy: Rationale and Key Elements ...................... 5
   1.2 Vertical Relations in Cartel Theory .......................... 8
      1.2.1 Managerial Incentives in Cartels ....................... 8
      1.2.2 Buyer Groups Operating As Cartels .................... 9
      1.2.3 Antitrust Damages in Longer Production Chains ........ 10
   1.3 Methodology and Analytical Concepts ....................... 11
   1.4 Dissertation Outline ....................................... 12

PART I: MANAGERIAL INCENTIVES IN CARTELS ......................... 15

2 Monitoring Managers Through Corporate Compliance Programs ... 17
   2.1 Introduction ............................................... 18
   2.2 Related Literature ........................................ 22
   2.3 Set-up of the Model ....................................... 25
   2.4 The Impact of Compliance Programs on Optimal Policy ....... 30
      2.4.1 Optimal Expected Transfers ........................... 30
      2.4.2 Optimal Sanctions and Leniency Policy ............... 31
      2.4.3 Social Desirability of Compliance Programs .......... 35
   2.5 Individual Leniency ...................................... 37
      2.5.1 Optimal Expected Transfers: Reporting Constraints ... 38
      2.5.2 Optimal Individual Leniency Policy ................... 40
      2.5.3 Individual Leniency and Compliance Programs ......... 41
   2.6 Policy Implications and Discussion ......................... 42
   2.7 Concluding Remarks ...................................... 45