

**Q1.****Meet with them beforehand:**

Pros	Cons
<ul style="list-style-type: none"> <li>The DoJ knows what to expect</li> <li>If they voice new concerns later, you could tell them that you already gave them an opportunity to comment</li> <li>You can anticipate their thinking</li> </ul>	<ul style="list-style-type: none"> <li>The DoJ has more time to think about and analyze your potential merger</li> <li>They would get very upset if they told you to do something and you didn't do it.</li> </ul>

**Meet with them afterward:**

Pros	Cons
<ul style="list-style-type: none"> <li>They have less time to think about your potential merger</li> <li>The issues may not pervade the DoJ organization as much</li> </ul>	<ul style="list-style-type: none"> <li>No chance to anticipate their moves</li> <li>More likely to be rejected outright</li> </ul>

**Hire lobbyists**

Pros	Cons
<ul style="list-style-type: none"> <li>Can get feedback about DoJ process and merger without notifying DoJ</li> <li>May be successful in convincing DoJ officials of your intentions</li> </ul>	<ul style="list-style-type: none"> <li>Could backfire as an attempt to persuade DoJ officials</li> <li>Costs money</li> </ul>

**Meet with Congressperson**

Pros	Cons
<ul style="list-style-type: none"> <li>Should not "cost" anything</li> <li>They are sympathetic to your concerns</li> <li>May have the ability to influence policy makers</li> </ul>	<ul style="list-style-type: none"> <li>Your representative may not have any DoJ influence</li> <li>Time consuming process</li> <li>Could backfire as a way to try and influence policy</li> </ul>

**Q2.**

Possible ways to quench the DoJ concerns include:

- You could decide to guarantee that some of the property rights remain outside of Microsoft. Therefore when Microsoft tries to prevent innovation, the property rights owner could get someone else to develop the service.
- You can establish the company as a wholly owned subsidiary of Microsoft where Microsoft has little or no influence on the day-to-day operations.
- You can sell only part of your company to Microsoft.
- You can form a non-equity alliance with Microsoft.

**Q3.**

O/S Enhancement	Application Software
<ul style="list-style-type: none"> <li>Sell this one if you are trying to prevent a monopoly in operating systems</li> </ul>	<ul style="list-style-type: none"> <li>Sell this one if you think the monopoly in o/s is a given and may even be condoned by the government and you really want to make sure that the monopoly o/s can benefit from your innovation.</li> </ul>

NOTE: There is no "right" answer.

**Q4.**

You + Microsoft =>  $H=80^2+10^2+5^2=6525$ : Microsoft merger cannot proceed.

You + Netscape =>  $H=70^2+20^2+5^2=5325$ : cannot merge with Netscape.

You + Oracle =>  $H=65^2+20^2+10^2=4725$ : OKAY

You + anyone else =>  $H=60^2+20^2+10^2+5^2=4125$ : OKAY