Dominance in Search: Harms and Remedies

Benjamin Edelman Harvard Business School

February 20, 2012

About me

- Assistant Professor, Harvard Business School
 - Teaching: starting and running .COM's
 - Research: Internet architecture and business opportunities, especially vis-à-vis law and regulation
- Consulting: advertising fraud, privacy, compliance
 - Some clients adverse to Google

Potential concerns

- Does Google treat consumers fairly?
- Does Google treat publishers and aggregators fairly?
- Does Google treat advertisers fairly?
- Does Google impede competition?



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AdWords Terms & Conditions

Customer understands and agrees that <u>ads may be placed on</u> <u>any other content or property provided by a third party</u> ("Partner") <u>upon which Google places ads</u> ("Partner Property"). Customer agrees that all placements of Customer's ads shall <u>conclusively be deemed to have been approved by</u> Customer unless Customer produces contemporaneous documentary evidence showing that Customer disapproved such placements in the manner specified by Google.

Google AdWords Dispute Resolution

10 Miscellaneous. The Agreement must be construed as if both parties jointly wrote it, governed by California law except for its conflicts of laws principles and adjudicated in Santa Clara County, California. ... Any notices to Google must be sent to Google Ireland Limited, AdWords Program, 1st & 2nd Floor, Gordon House, Barrow Street, Dublin 4, Ireland, with a copy to Legal Department, via confirmed facsimile, with a copy sent via first class or air mail or overnight courier, and are deemed given upon receipt. Notice to Customer may be effected by sending email to the email address specified in Customer's account, or by posting a message to Customer's account interface, and is deemed received when sent (for email) or no more than 15 days after having been posted (for messages in Customer's account interface).

Potential concerns

- Does Google treat consumers fairly?
- Does Google treat publishers fairly?
- Does Google treat advertisers fairly?
- Does Google impede competition?

Conversions and Synchronizations





AdWords API Terms & Conditions

Functional Separation. Any information collected from an input field used to collect AdWords API Campaign Management Data may be used only to manage and report on AdWords accounts. ... [A]ny information or data used [for] AdWords ... must have been collected from an input field used only to collect AdWords ... For example, the AdWords API Client may not offer a functionality that copies data from a non-AdWords account into an AdWords account or from an AdWords account to a non-AdWords account.

Current Antitrust Inquiries

- European Commission
- South Korea
- US FTC
- US states: California, New York, Ohio, Texas

Remedies

- Disallow consideration of improper ranking factors
- Require disclosure to appropriate regulators of any manual ranking adjustments
- Let users swap "integrated" components
- Disallow Google from tying its ancillary services to its dominant search offering



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Dominance in Search: Harms and Remedies

Benjamin Edelman Harvard Business School

February 20, 2012