

**Discussion Questions: G.E./Westinghouse Case  
For Lecture Monday, February 24**

Read the discussion of GE/Westinghouse in Church and Ware, pp. 305-307, and the GE/Westinghouse Harvard Business School case, handed out in class. Prepare brief answers to the following questions (no more than 1-2 pages). You may wish to bring a copy of your answers to have on hand for the discussion.

1. What situation characterizes the turbine market in 1963?
  - Recent history?
  - Relative positions of GE and Westinghouse?
  - Are conditions conducive to a price war?
  
2. What can/should GE do if it wants to lead prices upward?
  - What limits or increases its likely success in this?

**Please come prepared.  
We will spend about 40 minutes discussing this case.  
Everyone is expected to participate.**