A member of the management board of your company has been invited by your country’s minister of economics. The minister wants to discuss general business opportunities. As a courtesy present your board member intends to bring either a framed photograph of Werner von Siemens shaking hands with your country’s former monarch in 1861 worth about EUR 200, a model of an ICE train worth about EUR 500 or a golf bag for the minister worth EUR 400.
In the framework of a public tender one of your company’s BU’s has submitted a bid. Now they are required to give a presentation of their technical solution to the potential customer’s Technical Evaluation Committee. At the beginning of the presentation, the BU intends to give each member of the Technical Evaluation Committee a pen bearing the Siemens logo worth EUR 10 which they may keep.
Gifts – Case 3

A representative of a private customer asks whether you could arrange an internship for his son with a Siemens company in the United States. Declining the request would meet total lack of understanding by the customer and would not be well-received.
Gifts – Case 4

A Nigerian public official asks you for USD 50, stating that this payment might speed up the process of granting a permission that you need to export Siemens products to Nigeria.
A long-time customer at a state-owned power plant asks the CEO of an Energy Sector company in your region to meet him for dinner to discuss a contract which his employer will soon tender. To do so, he suggests the CEO take him to dinner at “Le Bistro Marseillais”. Dinner will cost about EUR 80 per person.
Meals – Case 2

At a trade fair, a manager from your company’s sales department meets the following customers:

- a manager from a private company with his wife;
- another manager from a private company whom he had invited to a football match 3 months ago and with whom he is currently negotiating an additional supply contract; and
- a manager from a public customer.

After discussing business for some length he decides to invite everybody for lunch. He estimates the costs at EUR 50 each.
Your CEO has arranged to meet the CEO of a public utility for lunch to discuss an ongoing project your company performs for the utility.

The customer shows up with his son whom he says is interning with the utility. Lunch costs about EUR 40 per person.
A manager at a hospital that has been regularly buying tomography scanners from Siemens invites a Healthcare manager and his wife to a prestigious charity dinner.

Should he accept the invitation? What if Healthcare is in the process of submitting a bid for a tender at the hospital?
A SIS manager in Munich would like to take a member of the city’s construction board to one of the following:

- Can you take him to the presentation and discussion?
- Can you take him to the concert?
- Can you take him to the Formula One Grand Prix?
One of your company’s managers plans to hold a user conference in Zurich. Although the Sector has no facilities or plants near the city, it was chosen because of its wonderful setting and its excellent transport infrastructure which will make it easy to reach for all participants. The location of the conference is one of the city’s most renowned hotels overlooking the yacht harbour with which Siemens has preferential rates. The three-day-conference will consist of plenary sessions and working groups on day 1 as well as the mornings of day 2 and 3. In the afternoon of day 2, there will be a guided tour of the city and a tour through the harbour on boat followed by a gala dinner. Calculated budget per participant including travel costs is approx. EUR3,000.
Your business unit has won a tender to provide an industry automation system to a public customer in Kazakhstan. The customer expects that after certain milestones are reached, but before delivery, there will be an acceptance visit in Germany. Also, after delivery Siemens is expected to organize a training in Germany for a number of employees.

Shortly before the acceptance visit, the customer sends you a fax informing the company that two members of the ministry of economics will travel with the group and asks the company to make travel arrangements and to organize visits to Munich, Heidelberg, Berlin and Neuschwanstein castle.

During the training in Germany, the customer’s employees demand to be paid per diems of EUR 40 in cash.
Your sales unit informs you of a new project in Yemen, where Siemens would like to participate in a tender. The customer is a state-owned power company. The customer recommended to use a certain consultant, International Consulting Ltd., for the bid preparation and later on in the execution phase. Since the business activities in Yemen are still at an early stage, the sales unit thinks this would be helpful.

The consultant shall receive a fee of 1 Million USD (5% of the total project volume). Of this, the payment milestones are:
- 10% advance payment
- 30% on contract award to Siemens
- 60% upon acceptance

They perform a CDD on International Consulting Ltd. and send it to you for review.