

A programme presented by the IBA Young Lawyers' Committee



the global voice of
the legal profession®

IBA Young Lawyer Training Course: The Fundamentals of International Legal Business Practice



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28 October 2023

Université Paris 1 Panthéon-Sorbonne, Paris, France

Event hosted by



This course is part of an ongoing programme devised by the IBA's Section on Public and Professional Interest (SPPI) to assist young lawyers and junior members of the profession with their understanding of the fundamentals of international legal practice.

Topics include:

- Law and technology
- Key issues and tactics for negotiating a successful cross-border M&A deal
- New trends in international dispute resolution
- Career development – how to succeed in a changing world



**ONLINE
REGISTRATION
CLOSES ON
24 OCTOBER**

FOR MORE INFORMATION AND TO BOOK ONLINE VISIT
WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2445

Programme

Course Co-Chairs

Adriana Castro *BLP, San Jose; Co-Chair, IBA Young Lawyers' Committee*

Alberto Mata Rodríguez *Director, Deutsche Pfandbriefbank AG, Madrid; Co-Chair, IBA Young Lawyers' Committee*

Zeina Obeid *Obeid & Partners, Paris; Co-Vice Chair, IBA Young Lawyers' Committee*

Saturday 28 October

0830 – 1700 Registration

0900 – 0940 Welcome remarks

Gilles Accomando *Director, École de Formation des Barreaux, Paris*

Adriana Castro *BLP, San Jose; Co-Chair, IBA Young Lawyers' Committee*

Prof Thomas Clay *University Paris 1 Panthéon-Sorbonne, Paris*

Julie Couturier *President, Paris Bar Association, Paris*

Alberto Mata Rodríguez *Director, Deutsche Pfandbriefbank AG, Madrid; Co-Chair, IBA Young Lawyers' Committee*

0940 – 1000 Introduction to the IBA

Adriana Castro *BLP, San Jose; Co-Chair, IBA Young Lawyers' Committee*

Alberto Mata Rodríguez *Director, Deutsche Pfandbriefbank AG, Madrid; Co-Chair, IBA Young Lawyers' Committee*

1000 – 1115

Law and technology

New technologies bring new challenges for the modern world and on how to apply the law. To update the legislation may provide a solution, but it takes time, and legislative process is never so fast as the development of upcoming technologies. To interpret the existent legislation is a better solution but depends on studied and experienced lawyers.

Key issues:

- General legislation for artificial intelligence (AI): data privacy, consumer protection and liabilities.
- Regulation of autonomous vehicles, passenger drones and other similar technologies for travel, entertainment, delivery of goods and other applications.
- AI as law operator: what happens to ethics and human touch?

Moderator

Bruno Oliveira Maggi *Bruno Maggi Advogados, São Paulo; Co-Vice Chair, IBA Young Lawyers' Committee*

Panellists

Chiraz Abid *Advant Altana, Paris*

María González Gordon *CMS, Madrid*

Mahmood Hussein *Mahmood Hussein Law Firm, Dubai*

Prof Mustapha Mekki *University Paris 1 Panthéon-Sorbonne, Paris*

Sybille Rexer *Arnecke Sibeth Dabelstein, Hamburg; Webinar Officer, IBA Aviation Committee*

Special moments speaker

Itzik Amiel *Founder, The SWITCH HUB™, Amsterdam; Chair, IBA Law Firm Management – Business Development and Marketing Subcommittee*

1115 – 1130 Refreshment break

1130 – 1245

Key issues and tactics for negotiating a successful cross-border M&A deal

In the dynamic world of global business, cross-border mergers and acquisitions (M&A) present unparalleled growth opportunities for companies looking to expand their horizons. However, executing a successful cross-border M&A requires meticulous planning, deep understanding of cultural nuances, and strategic negotiation tactics. This panel will dive into the key issues that arise in such transactions and highlights the tactical approaches essential for ensuring a smooth and prosperous outcome.

Key issues:

- Cultural differences: when engaging in cross-border M&A, companies must acknowledge and address cultural disparities that can influence decision-making processes, communication styles and business practices. Fostering a collaborative, cross-cultural environment is vital for synergy and post-merger integration success.
- Regulatory and legal challenges: navigating complex regulatory landscapes in different countries is a critical aspect of cross-border M&A. Understanding local laws, tax implications and compliance requirements ensures that the transaction remains on solid legal footing and minimises potential risks.
- Financial considerations: managing currency fluctuations, cross-border financing and valuation differences is essential to strike a mutually beneficial deal. Analysing the financial aspects of the transaction from both sides is crucial for fostering trust and cooperation.

Moderator

François Barré *Azam Darley Associés, Paris*

Panellists

Chloé Huertas *Charles Russell Speechlys, Paris*

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Saturday continued

Prof Daniel Mainguy *University Paris 1 Panthéon-Sorbonne, Paris*

Francisco Nuñez *Milbank, New York*

Hin Han Shum *Squire Patten Boggs, Hong Kong SAR; Membership Officer, IBA Young Lawyers' Committee*

Special moments speaker

Itzik Amiel *Founder, The SWITCH HUB™, Amsterdam; Chair, IBA Law Firm Management – Business Development and Marketing Subcommittee*

1245 – 1345 **Lunch**

1345 – 1500

New trends in international dispute resolution

The panel will delve into a comprehensive discussion on the latest trends in international dispute resolution, offering insights from the viewpoints of both counsel and arbitrators across diverse regions of the world. This discussion will spotlight the striking similarities while highlighting the distinctive types of disputes that are currently gaining prominence within each region.

Furthermore, this panel session will offer invaluable insights from an institutional standpoint, notably with a representative from the International Chamber of Commerce (ICC). The session will shed light on various facets of the institutional perspective, focusing particularly on the new development in ICC arbitration with respect to the ICC rules, ICC initiatives, arbitrator's appointments etc.

Moderator

Prof Thomas Clay *Professor of Law, University Paris 1 Panthéon-Sorbonne, Paris*

Panellists

Prof Walid Ben Hamida *Professor of Law, Lille University, Lille*

Samaa Haridi *King & Spalding, New York*

Arush Khanna *Numen Law Offices, New Delhi, Delhi; Asia Pacific Regional Forum Liaison Officer, IBA Young Lawyers' Committee*

Prof Benoît Le Bars *Vermont Law School, South Royalton, Vermont*

Asli Yilmaz *Counsel, International Chamber of Commerce, Paris*

Special moments speaker

Itzik Amiel *Founder, The SWITCH HUB™, Amsterdam; Chair, IBA Law Firm Management – Business Development and Marketing Subcommittee*

1500 – 1530 **Refreshment break**

1530 – 1645

Career development – how to succeed in a changing world

The panel is aimed at young, ambitious lawyers who are eager to conquer the ever-changing legal world. The panel features seasoned experts who will share invaluable insights, empowering young lawyers to chart a successful career path in the legal domain.

The panel will discuss:

- International arbitration careers from a counsel, arbitrator and institutional perspective. Our distinguished panellists will offer exclusive insights into excelling in this dynamic field.
- Empowering your journey through training: discover the art of continuous training and its impact on elevating your legal skills. Our experts, including a representative from the prestigious French Bar Training School, will share valuable advice on improving your professional prowess.
- Entrepreneurial skills: explore the practical guidelines, tools, and challenges involved in establishing your own legal practice. Learn the best practices and critical factors to consider on your entrepreneurial path.

Moderator

Zeina Obeid *Obeid & Partners, Paris; Co-Vice Chair, IBA Young Lawyers' Committee*

Panellists

Fatima Balfaqqeh *Balfaqqeh Law Firm, Abu Dhabi*

Barbara Claus *Head of International Training, École de Formation des Barreaux, Paris*

Manuel Deó *Ambar Partners, Madrid*

Diamana Diawara *Director, Arbitration and ADR for Africa, International Chamber of Commerce, Paris*

Mark Hsu *Hawkins Parnell & Young, New York; Outreach and Education Officer, IBA Young Lawyers' Committee*

1645 – 1700 **Closing remarks**

Information

Date

28 October 2023

Venue

University Paris 1 Panthéon-Sorbonne
Room 1 (stairs M, 1st floor)
12, place du Panthéon
75005 Paris

Language

All working sessions and Conference materials will be in English.

How to register

Register online by **24 October** at www.ibanet.org/conference-details/CONF2445 and make payment by credit card. You should receive an email confirmation of your registration within five days; if you do not, please contact maria.chew@int-bar.org.

By registering for the conference you agree to the following delegate code of conduct, the host country's local and/or national requirements and venues restrictions and precautions:

- You will not attend the conference if you are displaying any Covid symptoms
 - Should you develop any Covid symptoms during your attendance at the conference you inform a member of IBA staff by email (confs@int-bar.org) and you agree not to attend any further conference sessions or related events and comply with all local and national restrictions
- You travel at your own risk, and you agree that the IBA cannot be held responsible if you contract Covid during the conference or after returning from the conference
- You agree to the extent permitted by law that you shall not hold IBA responsible for: any travel costs incurred for travelling to and from the conference; any travel costs that may be irrecoverable due to the cancellation or postponement of the conference; any losses or liabilities associated with contracting Covid whether on the way to, during or after the conference.
- You agree that, if asked by the relevant local or national authorities, the IBA has permission to pass on your personal information and contact details to those authorities should contact tracing be required.

Fees

Online registrations received:

Delegate fee (until 24 October)	€65
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If you would like to become a full or general member of the IBA, which includes membership of one committee or more – and inclusion in and access to our membership directory – we encourage you to do so now in order to register for this Conference at the member rate. You can find full details of how to join at www.ibanet.org.

Please note that registrations are not transferable.

Full payment must be received in order to obtain your Conference documentation.

Fees include:

- Attendance at all working sessions
- Access to the Conference materials from the IBA website (www.ibanet.org), including any available speakers' papers submitted to the IBA before 20 October
- Access to live delegate search
- Lunch on Saturday
- Tea and coffee during breaks

Please note that registrations are not transferable.

List of participants

In order for your name to appear in the list of participants, your registration form must be received by 20 October at the latest.

Live delegate search

Delegates are able to use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their MyIBA. This will allow search access to up-to-date attendance lists.

Registration confirmation

Upon receipt of your payment for the Conference a confirmation email will be sent to you which contains information regarding your attendance at the Conference. You will also be able to view and download your payment information and manage your registration via your My IBA profile on the IBA website.

Book with confidence

- If the IBA needs to reschedule the event, your registration will be automatically transferred to the new date and no additional fees will be charged. If this date is not convenient for a delegate, a refund of the cost of the conference place will be available on request to the IBA.
- If the IBA is unable to reschedule the conference within 12 months of the original scheduled date, a full refund of the cost of the conference place will automatically be made to all delegates.
- Please note that the IBA will not provide refunds for any costs incurred including any travel costs.

Please note, these terms are subject to any more restrictive or different local requirements and may be altered and amended from time to time to reflect any changes to restrictions or government requirements.

Photography and filming

Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns with regard to this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Promotional literature

Please note that no individual or organisation may display or distribute publicity material or other printed matter during the Conference, unless by prior arrangement with the IBA. Organisations and companies wishing to discuss promotional opportunities should contact the IBA Sponsorship Department at sponsorship@int-bar.org.

Payment

Online credit card payments: by Visa, MasterCard or American Express. No other cards are accepted.

PLEASE ENSURE THAT YOUR NAME AND 'CONF2445 YLC' APPEAR ON ANY TRANSFER OR DRAFT.

No deductions or withholdings

All fees payable to us by you in accordance with the terms contained in this 'Information' section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this 'Information' section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

Conference sell-outs

The IBA places its conferences in venues of a suitable size for each event; however, there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waiting list will operate. The waiting list will function on a 'first come, first served' basis, subject to receiving registered delegate cancellations. The waiting list for a conference will close once it has reached ten per cent of the conference venue capacity, as it is very unlikely a place will become available. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to a conference without a confirmed place at the event.

Cancellation of registration or social functions

If cancellation is received in writing at the IBA office by 13 October 2023, fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA.

We regret that no refunds can be made after this date. Registrations or social function bookings received after 13 October will not be eligible for any refund of fees.

Should you have difficulties in obtaining your visa and are not able to attend the Conference this cancellation policy will still apply.

Upon submission of your completed Conference registration form to the IBA you are considered 'registered' pending payment. Please note that the cancellation terms and conditions as indicated will apply as soon as your registration is received.

Provided you have cancelled your registration to attend an IBA Conference in accordance with the terms of the 'cancellation of registration' clause included in the 'Information' section of the relevant Conference programme, you must then confirm to us in writing at the IBA office as soon as possible, but in no event later than one year (12 calendar months) from the date of any such Conference, all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant Conference.

Travel arrangements and visas

Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate.

As this is a local training event, no visa letters will be issued.

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the Conference.

The organisers may at any time, with or without giving notice, in their absolute discretion and without giving any reason, cancel or postpone the Conference, change its venue or any of the other published particulars, or withdraw any invitation to attend. In any case, neither the organisers nor any of their officers, employees, agents, members or representatives shall be liable for any loss, liability, damage or expense suffered or incurred by any person, nor will they return any money paid to them in connection with the Conference unless they are satisfied not only that the money in question remains under their control but also that the person who paid it has been unfairly prejudiced (as to which, decision shall be in their sole and unfettered discretion and, when announced, final and conclusive).

Continuing Professional Development/Continuing Legal Education

For Conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the Conference. Subject to CPD/CLE requirements, Conference delegates can use this to obtain the relevant number of hours' accreditation. The number of CPD/CLE hours available may vary depending on the rules applied by the members' bar association/law society on time recording criteria.

A Certificate of Attendance is available to Conference delegates on request. Please ask at the IBA Conference registration desk for information on how to obtain the certificate.

IBA Harassment Policy

IBA IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all Conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the Conference and at all Conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See www.ibanet.org/iba-harassment-policy



International Bar Association

the global voice of the legal profession

The International Bar Association (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies.

The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients' interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

IBA Young Lawyers' Committee

In order to attract young lawyers to join the association and become active and engaged in its various committees, groups and initiatives, the IBA established the Young Lawyers' Committee. All the committee's activities have a significant impact on the promotion of the IBA amongst young lawyers and their willingness to join and become active therein. Apart from attracting young colleagues to join the Committee, we further motivate them to become active in the IBA's Legal Practice Division, Public and Professional Interest Division, Bar Issues Commission and Regional Fora. The major goal of all activities is to create a win-win situation in which young colleagues can enhance their skills and networks thanks to IBA programmes, conferences and other projects, while simultaneously providing the IBA and its constituents with fresh ideas and a vivid contact to the next generation of legal experts and counsel.

The objectives of the Young Lawyers' Committee are to identify, discuss and promote issues involving young lawyers both around the world and within the association. The YLC aims to achieve this by means of fluid communications with the other IBA Committees so that their relevant activities and programmes can be actively promoted to young lawyers as well as by getting young lawyers involved directly by recommending them as speakers. Other means of communication applied by the Committee are its Newsletters and E-bulletins, which are published around 3 times per year. Here, the Officers of the YLC report on their activities and projects while young colleagues from all over the world submit articles on topics in their jurisdictions they consider being of interest for the Committee.

Contact information

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