



# DRAFTING AND NEGOTIATING AN INTERNATIONAL CONTRACT

7 GIUGNO 2018 | SIENA

PROGRAM

## A SEMINAR DESIGNED TO

- equip you with the knowledge to understand the key elements in international business and cross-border transactions
- focus on commercial and legal issues surrounding an international agreement
- provide practical insights in negotiating and drafting your contract.

## WHO SHOULD ATTEND

- **Business owners**
- **managers**
- **lawyers**
- anyone involved or interested in drafting, negotiating or reviewing contracts.

## SPEAKERS


### RENOWNED U.S.A. AND INTERNATIONAL LAWYERS

[profiles](#) | [CVs](#)

Seminar directed by  
**Josefa Sicard-Mirabal**

international business lawyer  
and adjunct professor of law  
at *Fordham University School  
of Law* - New York City

## LOCATION

Camera di Commercio  
piazza Matteotti, 30 | SIENA 

## REGISTRATION

## CONTACT

**Alessandra Amato**  
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**9.00** *Welcome coffee & Registration*

**9.30** *Opening remarks*

**Cesare Cecchi** - Vice-President of *Siena Chamber of Commerce*  
**Josefa Sicard-Mirabal** - *Fordham University School of Law*

### **9.45** UNIVERSAL ISSUES IN DRAFTING AND NEGOTIATING AN INTERNATIONAL AGREEMENT

There are a range of issues that arise when drafting an international agreement. Understanding the client's goal is paramount in identifying special issues and controlling the process. This panel of experts will address how to accomplish this in the international arena and provide suggestions for navigating the negotiations of an international agreement, including a discussion regarding different legal and business environments that may require varying approaches to drafting and negotiating these contracts. The panel will also address the Civil Law-Common law impact on contract clauses.

*Eridania Perez*  
*Mark Morril*  
*Maria Beatrice Deli*

**10.30** *Coffee Break*

### **11.00** DISTRIBUTION AGREEMENTS

Important matters to consider when drafting and negotiating your international distribution agreement include exclusivity, pricing, treatment of new product, intellectual property, and termination. Choice of law and jurisdiction will undoubtedly impact the outcome of the deal. We will hear from experienced practitioners in this field as to best practices on these matters and will touch on the US three-tier system as well as key issues specific to the wine industry, including the difference between importers, distributors and retailers.

*Jeff Wahl*  
*Fred Fucci*  
*Josefa Sicard-Mirabal*

**12.30** *Light lunch*

### **14.00** FOLLOW THE MONEY

*So, what happens when the deal goes wrong? How do you enforce your agreement? Specialists will walk you through the importance of the dispute resolution clause and discuss how to anticipate disputes and breaches, litigation vs. ADR, and enforcement in foreign jurisdictions.*

*Luis O'Naghten*  
*Peter Sherwin*  
*Nancy Thevenin*

**15.00** *Coffee Break*

### **15.30** INTERNATIONAL ARBITRATION

Authorities on the subject will provide insight and guide you through the arbitration process and will speak on the differences between commercial and investment arbitration, protections afforded to the investor under bilateral investment treaties, considerations when choosing ad hoc or institutional arbitration, among other topics.

*Grant Hanessian*  
*Mark Beckett*

**During this session, a mock case will be presented.**

**17.45** *Closing remarks | end of program*