



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*