



the global voice of
the legal profession™



This course is part of an on-going 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.

The Fundamentals of International Legal Business Practice

Organised by the IBA Young Lawyers' Committee

Saturday 6 October 2018

**The Supreme Court of Cassation
Palazzo di Giustizia
Piazza Cavour – 00193 Rome, Italy
'Sala Avvocati'**

A set of course materials will be made available to delegates.
The course will be conducted in English.

Registration fee of €28.69 (excluding VAT) / €35 (including VAT) includes lunch for all participants.

Programme

Conference Chair

Marco Monaco Sorge *Tonucci & Partners, Rome; Co-Vice Chair, IBA Young Lawyers' Committee*

Saturday 6 October 2018

0900 – 0930 **Registration**

0930 – 0945 **Welcome remarks**

Maria Agnino *Council of the Bar of Rome, Rome*

Giulia Guagliardi *Rome Young Bar Association, Rome*

Cristina Tamburro *Council of the Bar of Rome, Rome*

0945 – 1000 **Presentation of the IBA Young Lawyers' Committee**

Alberto Mata Rodriguez *Deutsche Pfandbriefbank, Madrid; Co-Vice Chair, IBA Young Lawyers' Outreach Subcommittee*

1000 – 1130 **SESSION 1**

Developing a successful legal career

- Skills and value
- Key issues and difference between the domestic and international legal career

Speakers

Soledad Atienza *IE Law School, Madrid; Member, IBA Academic and Professional Development Committee Advisory Board*

Celia Dominguez *Roca Junyent, Barcelona*

Michel Martone *University LUISS Guido Carli, Rome*

Giacomo Rojas Elgueta *University of Roma Tre, Rome*

Silvia Romanelli *Bonelli Erede, Rome*

1130 – 1200 **Coffee/tea break**

MOBILE TELEPHONES

Delegates are requested to ensure that mobile telephones and any other portable devices are switched off during the working sessions.

Conference luncheon sponsor



Saturday continued

1200 – 1330

SESSION 2

M&A transactions: fundamentals and key issues

- Impact of the preliminary legal and business considerations in mergers and acquisitions transactions.
- Financial analysis and legal due diligence.
- Negotiation strategies between buyers and sellers and the role of the legal and financial advisor.
- Drafting the M&A transactions agreements and related documentation.
- Closing and post-closing.

Speakers

Mauro Baldissoni *AS Roma SpA, Rome*

Marco Figus *AXIA Ventures Group Ltd, Milan*

Mark Gilligan *Squire Patton Boggs, Abu Dhabi; Chair, IBA Young Lawyers' Outreach Subcommittee*

Federico Piano *Guyer & Regules, Montevideo*

Pranav Srivastava *Phoenix Legal, New Delhi; Asia Pacific Region Liaison and National Representatives Officer, IBA Young Lawyers' Committee*

1330 – 1430

Lunch

1430 – 1600

SESSION 3

International arbitration and other forms of alternative dispute resolution

- Fundamentals of international arbitration.
- Differences between arbitration and other forms of alternative dispute resolution, highlighting issues that often come up in the international context. These forms of alternative dispute resolution will be compared to litigation.

Speakers

Dima Alexandrova *Sofia Bar Association, Bulgaria; Co-Chair, IBA Young Mediators Subcommittee*

Gary Birnberg *Jams – Mediators and Arbitrators, Miami, Florida*

Manuela de la Helguera *Wiss & Partners, Washington, DC; Secretary, IBA Young Lawyers' Outreach Subcommittee*

Alessandro Fabbi *Universities of Catania and Rome, Sapienza, Rome*

Andres Moreno Gutierrez *Moreno Baldivieso, La Paz*

Giulio Palermo *Archipel Law, Geneva*

Rafael Villar Gagliardi *Demarest Advogados, São Paulo*

1600

Closing remarks

Mariana Estrade *Hughes & Hughes, Montevideo; Co-Chair, IBA Young Lawyers' Committee*

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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, law firms 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 overview

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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