



Curriculum for Executive Training Course on “What International Managers Need to Know About the Law”

Managers are responsible for managing business risks, including legal risks, so it is important for managers to understand the role that law plays in international business and where legal risks can arise.

DAY ONE

Introduction to the Law and Legal Systems

- The difference between common law and civil law
- How EU law works
- How USA law works
- International Law and International Treaties

Introduction to Contract Law

- Key elements of a contract
- Key commercial terms
- Best practices in contract administration

Introduction to Employment Law

- Employment contracts
- Wrongful termination
- Discrimination and other workplace issues
- Noncompetition Agreements

Introduction to Intellectual Property Law

- Patents
- Trademarks
- Copyright
- Domain Names
- Licensing

Legal Compliance

- Securities Laws and Regulations
- Code of Ethics (NYSE, FTSE)
- Anti-Corruption (FCPA, UK Bribery Act)
- Insider Trading
- Antitrust/Competition
- Trade controls/Export regulations
- Data Protection
- Federal Sentencing Guidelines: Criteria for Effective Compliance Program

DAY TWO

Ways to do Business Abroad

- Representation Agreement / Distribution Agreement / Franchise Agreement
- Representative Office
- Branch of a foreign corporation
- Joint Venture
- Acquisition
- Subsidiary

Legal Structure

- Branch of a foreign corporation
- Divisions of a corporation
- Holding companies
- Special purpose vehicles
- Foreign investment/local participation issues

Corporate Governance

- Governance Structure: Shareholders/Board of Directors/Officers/Managers/Attorneys-in-Fact
- Articles of Incorporation/By-Laws
- Best practices
 - Composition of subsidiary boards
 - Powers of Attorney
 - Shared Service Centers

Dispute Resolution

- Mediation
- Arbitration
- Litigation
- Dispute resolution strategies

Provision of Legal Services/Management of Lawyers

- In-house Counsel
- Outside Counsel

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