



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

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0900 – 0930 **Registration**

0930 – 0945 **Welcome remarks**

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

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

Giulia Guagliardi *Representative of the Rome Young Bar Association*

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

Alberto Mata Rodriguez *Director, Legal, 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 *Vice Dean for International Relations, IE Law School, Madrid; Member, IBA Academic and Professional Development Committee Advisory Board*

Michel Martone *Full Professor of Employment Law, University LUISS Guido Carli, Rome*

Giacomo Rojas Elgueta *Associate Professor of Private Law, University of Roma Tre, Rome*

Celia Dominguez *Roca Junyent, Barcelona*

Silvia Romanelli *Bonelli Errede, 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.

# Saturday continued

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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** *General Manager, AS Roma SpA, Rome*

**Marco Figus** *Managing Director and Head of Italy, AXIA Ventures Group Ltd, Milan*

**Federico Piano** *Guyer & Regules, Montevideo*

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

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*

**Alessandro Fabbi** *Lecturer and Adjunct Professor of 'European Civil Procedure and Arbitration', Universities of Catania and Rome, Sapienza, Rome*

**Giulio Palermo** *Archipel Law, Geneva*

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

**Rafael Villar Gagliardi** *Demarest Advogados, São Paulo*

**Andres Moreno Gutierrez** *Moreno Baldivieso, La Paz*

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

1600 – ????

## **Closing remarks**

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

#### **MOBILE TELEPHONES**

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# Biography of speakers

(in alphabetical order)

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## Biography of speakers continued

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## Biography of speakers continued

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# Biography of speakers continued

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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 2004, a common understanding was reached that the IBA needed to do more to attract young lawyers to join the association and become active and engaged in its various committees, groups and initiatives. Therefore, the Young Lawyers' Committee was founded with a clear focus on young colleagues and their specific aims and interests, serving as an 'entrance door' for young lawyers and putting them into contact with the rest of the Divisions to become further involved in the IBA. The major goal of all our 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.

Having said this, it is safe to say that all our 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 our 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 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 our 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.

To enhance the exchange among members of the Committee we are currently reviewing and improving the YLC web-pages. The new pages provide a detailed overview of the YLC and all of its activities. Therefore, the pages will contain various new sections such as information about scholarships, upcoming events and a list of national representatives and their contact details. With the understanding of the YLC being the 'entrance door' to the IBA for young lawyers, the pages aim to inform visitors about current cooperation with other committees and other relevant activities. Particularly for young lawyers, the fun aspect should not be neglected: pictures and party reports will be posted. In order to improve the communication between members as well as to enable non-members to get in touch with us, we are working on activating a dedicated ' YLC inbox' in time.

### **Contact information**

#### **International Bar Association**

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