Fundamentals of International Business Transactions

The growth of international trade and multinational business operations has opened new fields of practice in areas previously reserved for the international specialist. Today, more and more business enterprises, small as well as large, are entering the international arena. Lawyers counselling these enterprises are finding their horizons stretching beyond those areas of law in which they have practiced competently and comfortably. Recent statutes related to international security have added a new complexity of law in which they have practiced competently and comfortably. Recent developments in each legal field or regional area also are covered, as well as issues of immigration law and ethics and professional responsibility (one hour). Ample time is provided for the faculty to address registrants’ questions.

Planning Chair (also on faculty)
Charles Routh, Garvey Schubert Barer, Seattle

Faculty
Lorraine M. Brennan, ICC Director, Arbitration & ADR/North America, United States Council for International Business, New York
Robert J. Cunningham, Baker & McKenzie LLP, Chicago
Peter D. Ehrenhaft, Miller & Chevalier Chartered, Washington, D.C.
William F. Fox, Jr., Professor, Columbus School of Law, The Catholic University of America, Washington, D.C.
Cecil Hunt, Harris, Wiltshire & Grannis LLP, Washington, D.C.; former Deputy Chief Counsel for Export Administration, U.S. Department of Commerce
Franklin C. Jesse, Jr., Grey Plant Mooty, Minneapolis
Margaret A. Niles, Preston Gates & Ellis LLP, Seattle
Paul H. Vishny, Seyfarth Shaw LLP, Chicago
Roy Jack Watson, Jr., Watson Law Offices, Bedford, Massachusetts

Here’s what registrants have said about recent presentations of this course:

“After an introductory discussion of the basics of international law and researching skills, this annual course of study, comprising more than 18 hours of instruction, examines:

- International sales of goods;
- Regulation of imports and exports;
- Contracting with agents and distributors;
- Intellectual property rights and licensing;
- E-commerce;
- Foreign investment, including foreign law restrictions and insurance;
- Joint ventures;
- Dispute resolution; and
- Tax aspects of international transactions.

Recent developments in each legal field or regional area also are covered, as well as issues of immigration law and ethics and professional responsibility (one hour). Ample time is provided for the faculty to address registrants’ questions.”

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Here’s what registrants have said about recent presentations of this course:

“This course was exactly what I needed. I recently moved into a job which requires a global understanding of international business and tax law/trade/immigration and how they apply to certain transactions. This helped both braid together some separate strands of knowledge and create awareness of the number of potential legal issues.”

“The course was excellent with great faculty. Great selection of practical materials that can be used later on. I am very glad that I attended it, lots of useful and practical information.”

“Fantastic interaction and discussion with attendees. The faculty has a rich history in the practice and apparently with each other in past presentations of this seminar.”

“This course was extremely useful. A must for corporate counsel involved in transnational operations. I recommend it highly as both a great overview and useful refresher.”

“The presenters are uniformly excellent. This is my second time around, so I vote with my pothook, and I’ll probably be back in another four years. Thanks for a terrific program.”

“This was the best CLE course I have ever attended.”
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- PDFs of materials available for purchase and immediate download online at www.ali-aba.org

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