

Understanding International Contracts: first steps

PRESENTATION

Nowadays "Understanding **International Contracts**" is essential to enhance and **develop SMEs activity abroad**.

Considering the **legal system diversity** among international countries, it is important to **know its critical aspects**, its **legal tools** and to identify **the different types of contracts**.

The importance of using the proper terminology is essential to manage a **successful negotiation** during the stipulation of international contracts.

The workshop will be held by Atty. Marco Dell'Antonia, Partner of the law firm Orrick, Herrington & Sutcliffe (EUROPE) LLP in Milan.

AIMS and GOALS

The purpose of the workshop (**4 hours**) is to improve and to identify different models of international contracts.

The workshop will:

- **analyze specific international contractual clauses** (i.e. agency contract, international trade contract) **and the most critical contractual clauses**
- **increase legal English terminology** - through the **analysis of an international standard contract**

For that purpose **the workshop will be in English**.

PARTICIPANTS

Target of the workshop:

- Legal department
- Lawyers
- Consultants
- Export manager
- Sales manager
- Area manager

Promoted by:



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PROGRAM

Friday, June 10th, 2016
2:30 p.m. – 6:30 p.m.



PROFESSOR PROFILE

NIBI professors are high level experts with a strong experience in the field of Executive education.

Marco DELL'ANTONIA, Faculty NIBI Professor, "International Contracts" module's coordinator of the **Executive Master per l'Internazionalizzazione d'Impresa** and others NIBI courses.

Atty. Dell'Antonia is Member and Partner of Orrick – European Corporate Group in Milan – and has twenty years experience in local and cross-border M&A transactions, commercial contracts, general corporate and corporate governance.

He advises primary Italian and international banks, financial institutions and major Italian and multinational corporations, working on complex corporate transactions including banking, industrial and manufacturing clients.

Marco assists or is member of a substantial number of Vigilance Bodies of companies (also listed and regulated).

He is a regular lecturer of the Master in Law organized by Il Sole 24 Ore Business School and of the Master "Corporate Counsel" organized by LUISS Business School; and he has been adjunct professor at the IULM University in intellectual property law until 2009 and competition law until 2012

He is member of the Board of the Association of the Members of the Vigilance Bodies pursuant to Italian Legislative Decree 231/2001.

Prior to joining Orrick, Marco developed his experience in international M&A transactions at Studio Legale Associato Laghi & Tabacchi in Treviso.

HOW TO APPLY (max 25 participants)

STANDARD

Executive course (4 hours) € 180,00 + IVA

Each participant will receive a attendance certificate

EARLY BOOKING promotion – 15%

(valid until May 10th 2016)

€ 153,00 + IVA

The workshop will be held in Milan, c/o Promos, via Meravigli 7