



Co-Sponsored by Minnesota Continuing Legal Education
and the MSBA International Business Law Section

Globalized Legal Practice

Minnesota's
2010
International
Business Law
Institute



Monday, March 29, 2010

Minnesota CLE Conference Center
Seventh Street & Nicollet Mall
Third Floor City Center; Minneapolis

Highlights include:

Featuring **David A. Steiger**, Member of the Adjunct Faculty at DePaul University's School for New Learning and Author of the highly acclaimed book, *The Globalized Lawyer*; of which the LA Daily Journal Book Review stated, "...a concise reference work...remarkably easy to read," and "even seasoned practitioners will find this a useful tool."

An Outstanding Faculty including a GC Panel – **Paul W. Wright**, former Corporate Counsel of Exxon Mobil Corporation, **Keith J. Nelsen**, General Counsel for Best Buy International and **H. Jed Hepworth**, Cargill General Counsel Latin and South America, discussing "*Managing Global Legal Resources*"

- How to best utilize US and foreign counsel
- Pros/cons of legal outsourcing
- Drafting and negotiating complex technology agreements in international settings
- Handling employment law in the global context
- SPECIAL BONUS – Elimination of bias session, Cross-cultural Issues
- A terrific faculty of local and national speakers
- Reception with ample networking opportunities
- And much, much more!

Faculty & Planners*

* **Scott P. Cauwels**

Institute Chairperson
Best Buy Company
Richfield

* **Frederick R. Dawe**

Control Corporation
Minneapolis

* **Susanne I. Haas**

Honeywell, Inc.
Golden Valley

* **Edward J. Hayward**

Oppenheimer Wolff & Donnelly LLP
Minneapolis

H. Jed Hepworth

Cargill Inc. Law Department
Minneapolis

* **Paula R. Johnson**

Attorney at Law
Mound

Eran Kahana

Datacard Corp
Minnetonka

* **Patrick J. Kelly**

Fredrikson & Byron, P.A.
Minneapolis

* **George C. Maxwell**

Borene Law Firm
Minneapolis

* **Mary K. McCormick**

McCormick International
Bloomington

* **Alison C. McElroy**

Snap Fitness, Inc.
Chanhassen

* **Mark S. McNeil**

Lindquist & Vennum PLLP
Minneapolis

Marko J. Mrkonich

Little Mendelson P.C.
Minneapolis

Keith J. Nelsen

Best Buy Company
Richfield

* **Michael B. Sonsteng**

Integreon
Minneapolis

Pamela Pappas Stanoch

Athena Group International
Saint Louis Park

David A. Steiger

DePaul University
School for New Learning
Chicago, IL

Paul W. Wright

Kingwood, TX

David A. Steiger is a member of the Adjunct Faculty at DePaul University's School for New Learning. He has engaged adult learners with his provocative, yet pragmatic point of view in settings as diverse as the International Bank of Asia in Hong Kong and St. Gabriel's College in Bangkok, Thailand. As author of *"The Globalized Lawyer: Secrets to Managing Outsourcing, Joint Ventures and other Cross-Border Transactions,"* Steiger explains in clear, understandable terms the methods and cautions advanced by world-renowned experts in the negotiation and implementation of overseas business. Logging tens of thousands of miles to visit outsourcing centers in India, meeting with in-house legal staff in Singapore and developing guanxi with Chinese-based business insiders, Steiger has produced a book that offers a truly global perspective on international transactions. He has contributed to the Chicago Tribune and appeared on the nationally syndicated Chicago Public Radio program Worldview.

Schedule

8:30 – 8:55 am

CHECK-IN & CONTINENTAL BREAKFAST

8:55 – 9:00 am

Welcome & Introduction

– *Scott P. Cauwels*

9:00 – 9:30 am

Outside Foreign Legal Counsel – Who They Are and How to Find Them

How to best utilize U.S. counsel and foreign counsel; overview of the differing categories of legal practitioners in various countries; background, education and functions of those legal practitioners; the status of in-house attorneys in foreign jurisdictions; and how to locate foreign counsel – multi-office law firms, networks, various other resources – what to look for and expect – background, language, rates, and more.

– *Edward J. Hayward*

9:30 – 10:00 am

Myths and Pointers About Outsourcing Legal Services

What is Legal Process Outsourcing/Offshoring (LPO)? Several myths including: “Outsourcing is unethical”, “Offshore attorneys lack the skills to perform US legal work” and “Outsourcing = Low Cost = Low Quality”; plus an analysis of the Pros/Cons of Legal Outsourcing.

– *Michael B. Sonsteng*

10:00 – 10:15 am

BREAK

10:15 – 11:15 am

Global Legal Services Management in the Era of the Incredible Shrinking Legal Budget: Keys to Adding Value During Difficult Economic Times



Making the case that year-on-year cuts in corporate legal budgets is a trend that will outlast the current economic downturn and represents the “New Normal”; how the rise of global legal sourcing and the demise of law firm profit centers is changing legal business models and perhaps ultimately the education and training of the next generation of lawyers; and real world factors legal departments should consider when determining whether to hire more in-house staff or utilize outside counsel.

– *David A. Steiger*



11:15 am – 12:15 pm

Managing Global Legal Resources – An In-House Perspective

What pressures exist for cutting costs in delivering legal services and what steps are being taken; experiences in relying upon legal outsourcing, concerns with past experiences and expectations for the future; what should traditional outside counsel be doing more or less of to add value; some current examples of the organization of global legal departments; and the importance of unity/cohesiveness within the global legal team.

- *H. Jed Hepworth, Keith J. Nelsen, Paul W. Wright*
- *David A. Steiger (moderator)*

12:15 – 1:00 pm

LUNCH (on your own)

1:00 – 1:50 pm

Complex Technology Agreements in International Setting – Introduction to Successfully Navigating Through the Challenges of Drafting and Negotiating Complex Technology Agreements and International Settings

Drafting and negotiating techniques; a review of common challenges in putting together these agreements; and the role of in-house and outside counsel.

- *Eran Kahana*

1:50 – 2:40 pm

Employment Law in the Global Context: Issue-Spotting for Multinational Employers

The employers need to understand what globalization means; differences in forming and managing the employment relationship; difference in the employer's ability to amend or end the relationship; risks unique to the international arena such as: Foreign Corrupt Practices Act, cross-border data transfers, enhanced privacy rights, etc. Also will include the basics of managing of globally mobile workforce.

- *Marko J. Mrkonich*

2:40 – 3:15 pm

NETWORKING BREAK

Join your colleagues for hors d'oeuvres and beverages. Chat, relax, network and then join us in the auditorium for the final session of the day.

3:15 – 4:15 pm

Cross-Cultural Issues with International Employees: An Elimination of Bias Session

(1.0 elimination of bias credit applied for)

- *Pamela Pappas Stanoch*

Course Information

DATE & LOCATION

Monday, March 29, 2010
Minnesota CLE Conference Center
Seventh Street & Nicollet Mall
Third Floor City Center, Minneapolis

CREDITS

Minnesota CLE is applying to the Minnesota State Board of Continuing Legal Education for **5.5 CLE credits**, including **1.0 elimination of bias credit**. The maximum number of total credits you may claim for this course is **5.5**.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact us as soon as possible. Contact Minnesota CLE at 2550 University Avenue West, #160-S, Saint Paul, MN 55114 or call us at 651-227-8266 or 800-759-8840.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel their registration at least 72 hours before the program will receive a full credit on their account; if fewer than 72 hours, a \$25 administrative fee will be deducted. Paid registrants who fail to attend will receive the written materials. Passholders may purchase the course materials at 50% of the full retail price.

QUESTIONS?

Call Minnesota CLE at **651-227-8266** or **800-759-8840** or visit us on the web at www.minncle.org.

TO REGISTER:



MAIL FORM TO:

Minnesota CLE
2550 University Ave. W.
Suite #160-S
St. Paul, MN 55114



OR FAX FORM TO:

651-227-6262



OR GO ONLINE:

www.minncle.org



OR CALL:

651-227-8266 or
800-759-8840

Globalized Legal Practice

Monday, March 29, 2010
Minnesota CLE Conference Center

551-10 | vjo

PLEASE "✓" APPROPRIATE BOX:

- \$275 MSBA member \$275 paralegal \$335 standard rate
 I have a MN CLE Season PassSM. Pass # _____

NEW LAWYER DISCOUNT!

- I was first admitted to the bar after March 29, 2007, and have deducted \$60 from the registration fee marked above.

- Check here if address below is new.

Name (first) _____ (mi) _____
_____ (last) _____

Firm _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Email _____

Attorney License No. (if applicable) _____

Profession, if non-attorney _____

PROGRAM MATERIALS:

I cannot attend.

Please send me the following:

_____ copy(ies) of the materials at
\$90 each. Available 4/5/10.

Cost of book(s) \$ _____

Shipping/Handing \$ _____

Subtotal \$ _____

Tax \$ _____

TOTAL \$ _____



COST OF ITEM(S)	S & H
\$25.01 - 50	\$6
\$50.01 - 75	\$7
\$75.01 - 100	\$8
\$100.01 - 150	\$9
\$150.01 - 250	\$12
\$250.01 +	\$15

Expedited shipping available

TAX ON SUBTOTAL

Pick the appropriate tax based on where the book is received.

Minneapolis, MN.....	7.775%
Saint Paul, MN.....	7.625%
Hennepin Co. (outside Mpls.).....	7.275%
Ramsey Co. (outside St. Paul).....	7.125%
Anoka, Dakota, Washington Co.	7.125%
All other MN	6.875%
Outside MN	exempt

ENCLOSED IS \$ _____ BY:

- Check (payable to Minnesota CLE)

- VISA MasterCard Discover AmEx

Card No. _____ Exp. _____

Signature _____