

Join us !

# Gearing up for Business Abroad

June 14, 2018 8:30-11:30

**Module 1 - Understanding the Five Basic International Business Transactions**

**Summary:** Most international business activities revolve around one of five basic transactions: (1) the direct sales contract for goods and/or services; (2) contracts involving agents and distributors overseas; (3) the international joint venture; (4) the wholly-owned foreign subsidiary; and (5) licensing and transferring intellectual property and technology. To avoid problems, a business must understand the advantages and pitfalls of each.

**Module 2 - Financial Considerations for Overseas Operations**

**Summary:** Significant financial risks may exist in foreign jurisdictions that are not commonly encountered in the United States.

**Module 3 - Negotiating & Drafting International Agency and Distribution Agreements**

**Summary:** Perhaps the most common situation when companies new to the international arena should consult with a lawyer is in the selection, retention, and/or termination of foreign agents and distributors. This area of business is filled with potential pitfalls for the unwary. A different dynamic is at work internationally than exists within the United States between a principal and its agent or distributor.

**Module 4 - Drafting an Arbitration Clause for International Contracts: Do's & Dont's**

**Summary:** There is no single model clause or appropriate form for preparing an international arbitration clause. It is best to draft a clause specific to the needs of a contract. For example, care must be taken in advance to establish the identity of the specific country where the parties to the contract have their place of incorporation or principal place of business. This is crucial, because there are certain countries (some in Latin America, for example) where it is impossible for courts to authorize or recognize the decision of a foreign body.

**Module 5 - The United Nations Convention on Contracts for the International Sale of Goods**

**Summary:** The CISG can have a major impact on international contracts if it is not specifically excluded by the parties in a contract before they do business.

**Module 6 - Overview of the FCPA and International Anticorruption Laws**

**Summary:** The U.S. Foreign Corrupt Practices Act (FCPA) is the major U.S. anticorruption statute, levying significant penalties on American exporters who ignore its provisions. Every U.S. company or individual doing business internationally needs to understand the impact of the FCPA on its employees (including officers and directors) as well as foreign agents, distributors, and overseas employees.

**Module 7 - What You Need to Know About U.S. Antiboycott Laws**

**Summary:** United States companies must strictly follow the provisions of the boycott related regulations, and cannot comply with improper boycott information requests without incurring significant civil and potential criminal liabilities.

Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Attendee Name: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**Continental breakfast will be provided**

To register complete and return to [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org)

SAP&DC



Funded in part by DCED's Office of International Business Development

Registration opens at 8:30 a.m.

Presentation begins promptly  
at 9:00 - 11:30

Who should attend?

*Management/ Finance/  
Logistics/Sales/  
Purchasing/Imports/  
Customer Service/Broker*

**Presented By:**

**Dennis Unkovic**

of

**Meyer, Unkovic & Scott, LLP**

**LOCATION:**

**SAP&DC**

**3 Sheraton Drive  
Altoona, PA 16601**

**COST: FREE!**

**REGISTRATION REQUIRED**

**DEADLINE: June 8, 2018**