



# Primerus

*The World's Finest Law Firms*

## **2014 Primerus Young Lawyers Section Boot Camp International Communications Outline**

*Friday, February 7, 2014*

*10:00-11:30 a.m.*

**Moderated by:**

**Raymond Lyons, Esq. – Lipe Lyons Murphy Nahrstadt & Pontikis, Ltd. – (Chicago, IL)**

**International Panelist:**

**Caroline Berube BCL, LL.B – HJM Asia Law & Co LLC – (Singapore, Singapore)**

**Iker Dieguez, Esq. – Cacheaux Cavazos & Newton – (Mexico City, Mexico)**

**Jonathan Pearce, Esq. – Marriott Harrison LLP – (London, United Kingdom)**

- I. **INTERNATIONAL COMMUNICATIONS**
  - A. Members from Asia, Europe and Mexico
  - B. “A Day in the Life”
  - C. How do international attorneys interact with clients?
  - D. How do international attorneys get business?
  - E. Cultural Norms/Language Issues
    1. Oral and visual communication (i.e. gestures, handshakes, bowing)
  - F. Communicating with a foreign co-counsel or adversary
  - G. Communicating with a foreign client
  - H. How should an American attorney interact with foreign clients?
  - I. Researching foreign clients
    1. Communication
    2. Evaluation