Center for International Legal Studies (CILS)

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The Center for International Legal Studies is a non-profit law research, training, and teaching institute, established and operating as a public interest society under Austrian law since 1976. Its essential purpose is to promote and disseminate knowledge among members of the international legal community. http://cils.org

Besides conferences, CILS has developed, coordinated and **published** more than 100 legal research projects. If you are interested in becoming an author, please contact us.

Through its **Senior Lawyer Visiting Professors Program**, CILS places experienced practitioners in visiting professorships at institutions in Eastern Europe, Russia, China, India, and Myanmar. Over 400 lawyers have taken up almost 1000 appointments to date. If you have 15+ years of experience and are interested in teaching, please contact seniorlawyers@cils.org.

CILS has founded and organises the Foreign Direct Investment International Arbitration Moot (**FDI Moot**), the premiere investor-State arbitration moot competition. http://fdimoot.org

In cooperation with Łazarski University, Boston University and Lixin University, CILS offers the 21 credit **LLM in Transnational Commercial Practice™** degree. http://legaledu.net.

Schedule

Sunday, 26 January

Welcome Reception and Opening Dinner

18:30 Hotel Tiefenbrunner

Chairwomen

Silvia Coulter, Law Vision Group, Manchester By The Sea, Massachusetts, United States. Co-founding Principal; A sought-after speaker and recognized leader in law firm business development and sales strategy, Silvia assists firms with strategic business planning, key client retention and growth strategies, client service strategies, and leadership and organizational culture. Silvia is the co-author of three books: The Woman Lawyer's Rainmaking Game, Rainmaking Advantage, and SAM-Legal: Beyond Key Clients. She is a co-founder and active board member of the Legal Sales and Service Organization. She is a former President of the Legal Marketing Association and is an elected Fellow of the College of Law Practice Management.

Patricia McGovern, DFMG Solicitors, Dublin, Ireland. Head of the Intellectual Property Department; Patricia is a Solicitor, Irish Trademark Agent and a European Trademark and Design Attorney. She has practised in almost all areas of intellectual property law. Patricia is a current member and former Chairman of the IP and Data Protection Committee of the Law Society of Ireland. Patricia is active in many intellectual property organisations both in Ireland and abroad. She has written and lectured extensively both in Ireland and internationally on general business law and intellectual property topics. Under leadership, the firm has been the recipient of many awards.

Breakfast

6:45-7.30 Breakfast room

The Practice of Law

7:30-9:00 Meeting room

Moderator and Speaker:

Patricia McGovern, DFMG Solicitors, Dublin, Ireland. Head of the Intellectual Property Department; Patricia is a Solicitor, Irish Trademark Agent and a European Trademark and Design Attorney. She has practised in almost all areas of intellectual property law. Patricia is a current member and former Chairman of the IP and Data Protection Committee of the Law Society of Ireland. Patricia is active in many intellectual property organisations both in Ireland and abroad. She has written and lectured extensively both in Ireland and internationally on general business law and intellectual property topics. Under leadership, the firm has been the recipient of many awards.

Topic: **Law Practice - the New Reality – Part I**

Speakers:

Madina Assylbekova, Gowling WLG Russia, Moscow, Russia. Director of Business Development and Marketing; Madina is responsible for successfully driving the firm's growth in Russia and the many countries comprising the Eurasian Economic Union and the Commonwealth of Independent States. She serves as a primary contact for the firm's key clients in Eastern Europe and Central Asia operating in Canada's markets. Prior to joining Gowling WLG, Madina was a strategy consultant specialising in turnaround and change management.

Topic: **Law Practice - the New Reality – Part II**

Tamila Jensen, Law Offices of Tamila C. Jensen PC, Granada Hills, California, United States. A graduate of the University of California Berkeley and the University of California Davis School of Law, Tamie also holds an LLM in Transnational Commercial Practice from Łazarski University Warsaw. Past president of San Fernando Valley Bar Association and of Neighbourhood Legal Services Los Angeles, she currently is President-Elect of the Los Angeles County Bar Association.

Topic: **The Hidden Challenge in Access to Justice**

Karen S. Kienbaum, The Kienbaum Law Group PC, Grosse Pointe Farms, Michigan, United States. founding member; litigator and ADR champion with experience representing individuals and corporations; She is an authority in contracts, covenants not to compete, labour, employment law, and litigation, and sits as an arbitrator or facilitator. Karen is also founder of the risk-management program JustUs®, which assists companies, including GM, in meeting compliance standards, improving employee relations, and reducing legal exposure.

Topic: **Boutique Law Firms with Affiliated Non-Attorney Profit Centers**

The Way We Work

Moderator:

Jumoke Lambo, Udo Udoma & Belo-Osagie, Lagos, Nigeria – LLB (Bristol), BL (Nigeria), Partner. Jumoke has over 30 years of experience in corporate law practice during which she has led teams to execute landmark transactions. She is recognized by the Nigerian edition of Who's Who Legal for both her M&A and Employment Law practice. Jumoke has written and presented papers on TMT, Employment and Foreign Investment Laws, Regulatory Compliance and Capital Markets transactions.

Speakers:

Stephen M. Packman, Archer, Philadelphia, Pennsylvania, United States. Chair: Bankruptcy, Restructuring and Insolvency Litigation Group and Chair: International Law Group; Steve practices primarily in the areas of business law, insolvency law and commercial litigation. His experience includes representing diverse clients in insolvency proceedings, litigation and business matters. Recent engagements include representation of debtors (as lead and local counsel), creditor's committees, trustees, foreign representatives and fiduciaries, as well as providing general counsel to private and public companies on a variety of litigation, financial, business and corporate issues.

Topic: **Reinventing Yourself**

How lawyers can adapt to changing market trends, changes in the profession, firm and career type changes and other factors relating to change and adaptation in practice over the years of their career.

Gabriella Fossum Gunnarsson, Advokatfirman Vinge, Gothenburg, Sweden. Gabriella is a member of the Swedish Bar Association and is specialised in and has a vast experience of the laws governing public procurement, affairs and administration and corporate immigration. Her experience includes a background at the Administrative Court Gothenburg, where she, inter alia, prepared, reported and drafted decisions and judgments within her fields of expertise. In addition to advising clients, Gabriella regularly holds lectures and seminars within said fields

Topic: **The Concept of the Paperless Office**

Beate Erwin, Ruchelman PLLC, New York, New York, United States. partner; having started as Austrian *Steuerberaterin* (certified tax advisor) in Vienna, aligns European investment structures to US tax concepts with a focus on cross-border tax matters related to business expansions/reorganizations of multinational groups in the US; advises foreign artists and non-US agents on performance-related US tax matters and reviews of IP rights contracts; in the area of art and sports, counsels domestic and foreign non-profits in establishing and maintaining tax-exempt status in the US Author of the Bloomberg BNA Tax Management Portfolio, 6442-1st T.M., Taxation of Foreign Entertainers and Sportsmen.

Topic: **Managing Engagements Across Areas of Expertise and Jurisdiction**

Tuesday, 28 January – The Morning

Breakfast 6:45-7.30 Breakfast room

People / Talent 7:30-9:00 Meeting room

Moderator

Jeannette K. Wibmer, Badertscher Rechtsanwälte, Zurich, Switzerland. Partner. Jeannette looks back on 30 years of experience in private practice. She advises corporate clients and entrepreneurs regarding the commercialization of innovative developments through joint ventures, technology transfer arrangements, licensing, distribution, franchising and other alliances based combined with strategic intellectual property development, protection, marketing and enforcement concepts as well as venture capital and growth financings, including due diligence examinations.

Speakers:

Claudia Berndt, Hahn & Hahn Inc., Pretoria, Gauteng, South Africa. Director & Patent Attorney. Claudia's background is in Chemical Engineering and she joined the firm in 1999. Her areas of practice include the drafting, filing and prosecution of patent applications for South African clients locally and abroad, preparing infringement and novelty opinions, conducting equivalent searches and filing and prosecuting Paris Convention and PCT national phase patent applications in South Africa.

Topic: **Equine Assisted Leadership Training: Improving inter-personal Relationships in the Business Environment**

Gabriella Fossum Gunnarsson, Advokatfirman Vinge, Gothenburg, Sweden. Gabriella is a member of the Swedish Bar Association and is specialised in and has a vast experience of the laws governing public procurement, affairs and administration and corporate immigration. Her experience includes a background at the Administrative Court Gothenburg, where she, inter alia, prepared, reported and drafted decisions and judgments within her fields of expertise. In addition to advising clients, Gabriella regularly holds lectures and seminars within said fields

Topic: **Significance of Female Domination in the Legal Profession: Experiences from Sweden**

Jumoke Lambo, Udo Udoma & Belo-Osagie, Lagos, Nigeria – LLB (Bristol), BL (Nigeria), Partner. Jumoke has over 30 years of experience in corporate law practice during which she has led teams to execute landmark transactions. She is recognized by the Nigerian edition of Who's Who Legal for both her M&A and Employment Law practice. Jumoke has written and presented papers on TMT, Employment and Foreign Investment Laws, Regulatory Compliance and Capital Markets transactions.

Topic: **Significance of Female Domination in the Legal Profession: Experiences from Nigeria**

Sales, Business Development & Marketing

Moderator

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Speakers:

Silvia Coulter, Law Vision Group, Manchester By The Sea, Massachusetts, United States. Co-founding Principal; A sought-after speaker and recognized leader in law firm business development and sales strategy, Silvia assists firms with strategic business planning, key client retention and growth strategies, client service strategies, and leadership and organizational culture. Silvia is the co-author of three books: The Woman Lawyer's Rainmaking Game, Rainmaking Advantage, and SAM-Legal: Beyond Key Clients. She is a co-founder and active board member of the Legal Sales and Service Organization. She is a former President of the Legal Marketing Association and is an elected Fellow of the College of Law Practice Management.

Topic: **Current Trends in Law Firm Sales**

Jonathan Fitzgarrald, Equinox Strategy, Beverly Hills, California, United States. Managing Partner. For nearly two decades and prior to founding Equinox Strategy Partners, Jonathan directed the business development and sales at three, top business law firms in the United States. In 2017, Jonathan was inducted as a Fellow into The College of Law Practice Management.

Topic: **Generational Difference Between Legal Service Providers and Buyers (Clients)**

Wednesday, 29 January – The Morning

Breakfast

6:45-7.30 Breakfast room

The Practice of Law

7:30-9:00 Meeting room

Moderator

Utz Kador, Kador & Partner, Munich, Germany. Founding Partner. Utz is a German and European Patent and Trademark Attorney. As a trained chemist with experience in the polymer field, and as a chemical engineer, he is mainly engaged in patent matters in these fields, especially in opposition proceedings before the European Patent Office. In addition, he deals with applications and patents in the fields of physics, steel manufacturing, optics and mechanics, as well as with trademark cases and license agreements.

Speakers:

Joshua D. Rievman, Dunning Rievman & Davies LLP, New York, New York, United States. Josh specializes in the litigation and arbitration of commercial disputes and has successfully represented clients in jury and non-jury trials in New York State and federal courts, in state and federal appellate proceedings and in arbitration locally and internationally. Josh also counsels employees and employers with respect to separation, onboarding and internal investigations, as well as claims for discrimination and retaliation.

Topic: **Starting a Small Firm in Today's Environment**

David Aylen, Gowling WLG Russia, Moscow, Russia. David is a Canadian Intellectual Property lawyer, certified as a specialist in patents, trademarks and copyright. He has more than 30 years of practice experience serving clients from the United States, Europe and Asia. In 2009, he relocated to Gowlings RUSSIA (now GOWLING WLG) as Managing Partner in Russia and the CIS. In Moscow he enjoys helping people from around the globe on all of their IP issues in Russia. In a recent edition of WTR1000 World's Leading Trademark Professionals it nicely describes his professional mantra which is "to skilfully deal with clients and satisfy their needs".

Topic: **The Future of Intellectual Property Practice**

Robert G. Briner, CMS von Erlach Poncet Ltd.,Zurich, Switzerland. For more than two decades, Robert has been involved in software, computer, technology and e-commerce law, in addition to his background in intellectual property law. He has authored many legal articles with topics such as information technology inventions, the legal position and the liability of internet service providers, liability for information provided on websites, software maintenance agreements, legal issues around the security of e-mail. He is the author of a book about contracting over the internet and liability. Robert is a co-author of one of the most widely used sets of model contracts for the information technology sector in Switzerland, the so-called „SWICO/SwissICT Contracts", which were drafted by a handful of industry experts equally representing the software industry and the users.

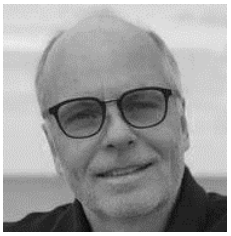
Topic: **Global Lawyers – Global Law?**

The Way We Work

Moderator:

Utz Kador, Kador & Partner, Munich, Germany. Founding Partner. Utz is a German and European Patent and Trademark Attorney. As a trained chemist with experience in the polymer field, and as a chemical engineer, he is mainly engaged in patent matters in these fields, especially in opposition proceedings before the European Patent Office. In addition, he deals with applications and patents in the fields of physics, steel manufacturing, optics and mechanics, as well as with trademark cases and license agreements.

Speakers:



Christof Siefarth, GÖRG Partnerschaft von Rechtsanwälten mbB, Cologne, Germany. Partner; Dr.iur (Cologne), LLM (University of Georgia, United States), Attorney-at-Law (New York); mainly representing foreign clients as counsel in international commercial disputes and negotiations, particularly in the fields of distribution, general commercial, construction and IP.

Topic: **View of an International Generalist**

Jânis Zelmenis, BDO Law, Riga, Latvia. Managing Partner. Janis has 20+ years of experience in providing professional services to clients operating in different business sectors within the EU, Baltic and CIS states. A graduate of Moscow State Institute of International relations in 1993 he pursued studies in The Central European University in Budapest becoming a Master's degree graduate in international business law. In addition to his career in law, he has been Honorary Consul for the Republic of Malta in Latvia since 2006, thus gaining considerable experience in foreign affairs

Topic: **Multidisciplinary Ways of Solving Clients' Problems**

Konrad Sechley, Gowling WLG, Vancouver, BC, Canada Principal & patent agent. Konrad deals with patent protection in the biotechnological, agricultural, medical, pharmaceutical, clean teach and chemical sectors. He has a PhD in biochemistry and molecular biology and is a Registered Patent Agent within the Canadian and US Patent Offices, and he is involved in the Biotech and Chemical committees of IPIC and the AIPLA.

Topic: **New Law from an IP Perspective**

Client expectations and associate expectations are changing, and automation and commodification of IP services is the new norm. What opportunities do these challenges provide for an IP practice in the 2020's?

Breakfast

6:45-7.30 Breakfast room

The Practice of Law

7:30-9:00 Meeting room

Moderator

Robert C. Harason, Beard Winter LLP, Toronto, Ontario, Canada. Partner. Robert is a commercial trial lawyer practising construction and commercial law since 1980 and an adjudicator under the Ontario Construction Act. He has spoken on a wide range of subjects and written legal articles on construction law, commercial law, bankruptcy law and environmental law published in the Banking and Finance Law Review, Carswell's Corporate Structure, Finance and Operations, the National Insolvency Review and Kluwer Law and Taxation Publishers. He has taught at the Ontario Bar Admission Course, as an instructor in the Debtor and Creditor section and lecturer on construction lien law, and at the University of Western Ontario.

Speakers:

Sonia M. Ziesche, Gowling WLG, Vancouver, BC, Canada. Principal & patent agent, chair Life Science Group. Sonia holds a PhD in Biochemirsty and Molecular Biology. She works closely with individual entrepreneurs, small and medium-sized enterprises, as well as multinational corporations and academic institutions in the areas of biotechnology, chemistry, biochemistry, molecular biology, agriculture, clean and greentech, to develop targeted patent programs designed to capture innovations and provide a competitive advantage.

Topic: **Trends and Perspectives in Intellectual Property**

This presentation will cover trends in IP, including Artificial intelligence (AI) and its potential impact on Intellectual Property (IP) and developments in international patent harmonization.

Bernhard Pillep, Kador & Partner, Munich, Germany. Bernhard represents clients in oppositions and appeals before the European Patent Office in a wide range of scientific areas. He also has expertise in questions relating to Germany's Law on Employee Inventions, in due diligence procedures. Since December 2006 Bernhard is a shareholder of Munich's smallest privately owned brewery, Giesinger Biermanufaktur & Spezialitäten Braugesellschaft mbH which started as not even a microbrewery in a garage in MünchenUntergiesing.

Topic: **IP-Related Aspects and more of Munich Microbrewery Giesinger Bräu**

Mikaël Pelan, Lusis Avocats, Paris, France. Certified Employment Lawyer, Member of the Lyon Bar, then of the Paris Bar since 2000. French Bar Examination; Post-graduate degree (DEA), Corporate counsel degree (DJCE). Legal advice and litigation in matters such as: Cross-border projects, Management of employee representative bodies, reorganisations; Employment law audits for compliance or acquisition purposes; Collective bargaining; Individual litigation (dismissals, workplace bullying, discrimination) and collective litigation (interpretation of collective agreements, collective disputes, etc.).

Topic: **LGBT/Diversity**

The Way We Work

Moderator

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Speakers:

Karoline Bopp, Kador & Partner, Munich, Germany. Karoline studied biology with a focus on biochemistry, genetics and developmental biology. She is involved in all kinds of patent matters with special expertise in prosecution, opposition, and appeal proceedings before the EPO and representing clients in the area of pharmaceuticals and biotechnology and in polymer and general chemistry.

Topic: **Protecting Pharmaceuticals in Europe**

Jack Russo, Computerlaw Group LLP, Palo Alto, California, United States. Jack is member of the California, New York and Washington, DC bars and he is a distinguished San Francisco Bay Area attorney with 40 years of experience and a frequent speaker on IP as well as computer law, software, Internet, cyberfraud, and e-commerce issues. He is a Master's graduate of the National Institute of Trial Advocacy as well as a Board-certified appellate specialist and is in charge of the firm's entrepreneurship practice.

Topic: **Use of AI, Advanced Tools and Other Legal Tech from Silicon Valley and Beyond**

Joë Lemmer, Lemmer Law, Rosenberg, Luxembourg. Founding member; Joë acted twice as President of European Lawyers' Union and is currently President of Real Estate Law Commission of said association. He is country expert at International Distribution Institute, has been acting as a lecturer at Luxembourg Banking Training Institute and is a frequent speaker on European Law and Future of the Profession seminars. He has been organizing conferences on international business, European law and arbitration.

Topic: **The Future of the Legal Profession in the Recent Jurisprudence of the ECJ**