



Local & Global: Working With Non-U.S. Attorneys & Clients

In today's complex global economy a legal practice can be both global and local. No matter the location its possible to engage with people from places far away whose cultures, backgrounds and experiences may vary from one's own. Whether in person or on line encountering differences in perspectives, routines and procedures can be surprising, sometimes disturbing. Further, these differences may trigger unconscious bias that can lead to attitudes and actions that limit the ability to build effective working relationships.

By developing an awareness of the relationship between cultural differences and unconscious bias it is possible to avoid missteps and missed opportunities. This program looks at how culture shapes the conduct of business including attitudes toward rules and laws.

At the conclusion of this presentation participants will be aware of:

- What drives some countries to enact an extensive number of laws even though they may not be respected
- Where relationships may be considered more compelling than rules and laws.
- Cultural issues to consider when negotiating globally.
- The challenges of understanding the meanings of multiple forms of non-verbal communication.