



Working With Non-U.S. Attorneys & Clients: Recognizing the Impact of Cultural Differences

In today's global business environment attorneys engage with other attorneys, clients, consultants, and legal professionals from around the world. Their backgrounds, experiences and cultures vary. Unless one understands how cultures differ it's easy to rely on preconceived ideas of how people will think, conduct business, approach the practice of law. When unexpected differences are encountered they may trigger actions, attitudes based on unconscious bias leading to misunderstandings, frustration and costly errors.

This program will explain four key areas of cultural differences and reveal how these can be potential triggers of unconscious bias. By developing an awareness of the relationship between cultural differences and unconscious bias it is possible to avoid missteps and missed opportunities. Using that knowledge attorneys can enhance their ability to operate effectively within their global legal networks and business communities.

At the conclusion of this interactive program participants will have learned:

- The key characteristics of cultural groups around the world.
- Why taking time to share a meal rather than review a document may make a negotiation more productive.
- The differing views of views of time and styles of communication and how they can lead to critical misunderstandings
- To identify unconscious bias that can be sparked when cultural differences appear in common business settings.