

BUSINESS AND COMMERCIAL LAW BUSINESS ORGANIZATIONS LAW COMMERCIAL LAW INTERNATIONAL LAW	INTERNATIONAL NATIONAL
WEBINAR, BOOK (SOFTBOUND) & EBOOK	

***New 4-Part Series on “Going Global for Business Counselors”  
Offered by West LegalEdcenter (<http://westlegaledcenter.com/>)***

**Part 1: Why Your Clients Must (and How They Can) Go Global (11/22/2016):** In this first program of the 2016 Going Global Series, you will increase your business law competency by learning about these international opportunities and challenges. Understand the reasons for foreign business activities, ways of doing business in foreign markets, and planning for global expansion. Become an effective global business counselor and lead your clients through the legal issues in operating in foreign markets. Speaker: Alan Gutterman

**Part 2: Assisting Clients with Developing and Implementing an Effective International Business Plan (11/29):** In this second program of the 2016 Going Global Series, you will learn the purposes of an international business plan; fundamental issues in international business planning; the steps in preparing and implementing an international business plan; the structure, focus and contents of the plan; and how to draft and implement the plan. Speaker: Alan Gutterman

**Part 3: A Short Course in Implementing and Maintaining an Effective Foreign Anti-Bribery Compliance Program under the FCPA (12/6):** In this third program of the 2016 Going Global Series, you will receive practical advice on designing and implementing compliance programs necessary to fulfill FCPA requirements, as well as local anti-bribery laws that have been adopted by foreign countries around the world. The program will cover the key provisions of the FCPA and the essential elements of an anti-bribery compliance program and will discuss how to audit the effectiveness of FCPA compliance programs and investigating and disclosing potential FCPA violations. Highlights of recent enforcement actions will also be discussed. Speakers: Alan Gutterman & William Hannay

**Part 4: Helping Your Clients Launch a Foreign Branch or Subsidiary (12/13):** In this fourth and final program of the 2016 Going Global Series, you will learn how to help your clients set up their own physical presence in the foreign country through direct investment. There are several common methods that may be used for direct investment and this program will discuss the use and operation of a branch office or facility, sometimes referred to as a permanent establishment, in a foreign country and the creation of a wholly or majority-owned foreign subsidiary, sometimes referred to as a central enterprise. The program will cover the matters to consider when forming a foreign branch or subsidiary, legal and tax considerations and steps for managing and completing the formation of a foreign branch or subsidiary. Speaker: Alan Gutterman

**Speakers:**

**Alan Gutterman** is the founder and director of the Business Counselor Institute ([www.businesscounselorinstitute.org](http://www.businesscounselorinstitute.org)) and the International Center for Growth-Oriented Entrepreneurship ([www.growthentrepreneurship.org](http://www.growthentrepreneurship.org)) and author of *Going Global: A Guide to Building an International Business*. Further information about his work and professional background is available at <http://www.linkedin.com/in/alangutterman>

**William Hannay** is a partner in the Chicago-based law firm of [Schiff Hardin LLP](http://www.schiffhardin.com), where he concentrates his practice in litigation and counseling in the area of antitrust and trade regulation law. Mr. Hannay is the author of *Designing an Effective FCPA and Anti-Bribery Compliance Program*.



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## *Going Global: A Guide to Building an International Business, By Alan S. Gutterman*

This guide provides checklists and forms to counsel clients doing business with foreign entities. Addresses key business and legal considerations.

*Going Global: A Guide to Building an International Business* addresses the important legal and business considerations of taking a business to the global level. It offers clear, concise advice on how to start doing business overseas, and how to build and manage that business as it grows. In addition, it provides guidance for counseling clients who engage in business with foreign entities. With an overview of U.S. and foreign legal, political, legal, cultural, and regulatory matters, it is a one-stop reference for solutions to the issues involved in international commerce. This publication includes forms, checklists, and country-specific chapters.

- Vol. 1 Organizing and Managing an International Business
- Vol. 2 Global Operations and Transactions
- Vol. 3 Country and Regional Profiles

### **Features & Benefits:**

**Format:**Book - softbound & eBook

**Components:**Print 3

**Pages:**4410

**Print Product Number:**40348303

## *Designing an Effective FCPA and Anti-Bribery Compliance Program, By William M. Hannay*

Contains step-by-step guidance for designing, implementing, and monitoring an effective program to comply with the U.S. Foreign Corrupt Practices Act.

*Designing an Effective FCPA and Anti-Bribery Compliance Program* is a valuable resource, assisting inside counsel, company officers, chief financial officers, comptrollers, and internal auditors in handling overseas operations. With the U.S. Department of Justice and the Securities and Exchange Commission bringing a record number of prosecutions and enforcement actions under the Foreign Corrupt Practices Act, the FCPA has become a hot topic. Add to that the increased risk of prosecutions in countries that have adopted one or more of the recent international conventions targeted at bribery and corruption and it becomes clear that an understanding of how to comply with the FCPA is critical for companies doing business abroad.

### **Features & Benefits:**

**Format:**Book - softbound & eBook

**Components:**Print 1

**Pages:**598

**Print Product Number:**40898413

