

# Columbia Law School

Paris Professional Seminar | April 15-19, 2024



## Get the Deal Done!

### Cross-Border M&A for Global Executives & Lawyers

This business-oriented course, hosted during one week at historic Reid Hall in Paris, is designed for global corporate managers. International business lawyers and other professionals are welcome to attend as well.

It offers a practical introduction to key issues arising in complex cross-border deals. The material is approached from the perspective of a non-U.S. business executive who wishes to understand the dynamics of transactions occurring in the U.S., with U.S. counterparts, or simply under NY law. Most major cross-border M&A transactions are governed under NY law, regardless of the jurisdiction of the parties or the target.

This course offers an overview of the deal cycle, examining political, regulatory, and risk-balancing considerations and their impact on deal terms. It explores the growing impact of Environmental, Social, and Governance (ESG) criteria on deal making and post-acquisition integration processes.

Each hands-on session includes a 30-minute interview with an experienced global executive. The course ends with an immersive workshop simulating the negotiation of a real-world matter: the break-up of a joint venture spanning multiple countries.

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### Key Points

**Program Dates:** April 15–19, 2024, with 16 hours of classroom instruction (four hours per day) and a closing reception. Applications are accepted on a rolling basis beginning October 15, 2023. Space is limited.

**Fees:** The program fee is \$2,500. Special discounts may apply to affiliates of partner institutions.

**Housing:** Accommodation is not included. Special arrangements may be available to program participants from nearby hotels. Participants receive an official Statement of Participation from Columbia Law School.

**More Information:** For further information, please contact [InternationalPrograms@law.columbia.edu](mailto:InternationalPrograms@law.columbia.edu).



### MARÍA LUISA CÁNOVAS

Maria Luisa has been ranked for more than a decade as a leading New York lawyer for M&A in Latin America by, among others, Chambers Latin America (2022), Chambers Global (2022), The Legal 500 Latin America (2022) and Latinex “Top 50 Female Lawyers in Latin America.” Spain’s Expansion Juridica listed her as one of the top Spanish lawyers practicing in the U.S.

Over the course of her career, María Luisa has worked extensively with public companies such as Sanofi, PepsiCo and News Corporation; private equity funds such as Macquarie, Hicks Muse and Playa Hotels & Resorts; and Latin-America based companies such as Betesh International and Cabcorp.

Since launching a boutique practice in 2022, María Luisa has continued to work for long-standing clients and taught M&A at Columbia Law School. She has also held visiting posts at various other academic institutions including Strathmore University (Kenya) and U. Panamericana (Mexico).

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