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 $100+ million 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 by NY law, regardless of the actual origin of the parties.)

The course offers an overview of the deal cycle, examining political, regulatory, and risk-balancing considerations. It explores the growing impact of Environmental, Social, and Governance (ESG) criteria on deal making, and how businesses can integrate ESG into daily operations.

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

**Program Fast Facts**

**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.