



**THE GERMAN AMERICAN TRADE ASSOCIATION**  
- A NOT FOR PROFIT ORGANIZATION -

# **RISK MANAGEMENT USA**

**Protect yourself against liability risks.**

## **EXECUTIVE MANAGEMENT MEETING**

**COLOGNE 07.09.2022  
NEW YORK 06.10.2022**

**GET COMPREHENSIVE  
INFORMATION IN ONE DAY!**

### **CONTACT**

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# EXECUTIVE MANAGEMENT MEETING / AGENDA

## INTRODUCTION TO U.S. RISK MANAGEMENT

- Punitive Damages
- Contingency Fees
- Discovery-Procedures
- Costs
- Prevention Measures

## PRODUCT LIABILITY PROTECTION

- Adjustment of Products
- Content and Structure of Manuals
- Technical Standards
- Selecting the Warning Labels
- Protection against Liability
- Costs & Timing
- Recent Developments

## INSURANCE SOLUTIONS

- Analysis of the current situation: changed conditions for international insurance programmes D/USA
- US Product Liability: Coverage in International Programs
- Practical examples: Protection and liability claims management
- Manager Liability Special: D&O Coverage
- Current topics and developments (dangers of the supply chain, cyber risks, etc.)

## EMPLOYMENT

- Hire & Fire Reality
- Employment Law & Regulations
- Management Tasks
- Discrimination Issues
- Titles & Organization Structure
- Employment Handbook
- Medical & 401 (k) Plans

## UCC LIENS

- Definition & Purpose
- Why do we need it in the US
- How to use it
- Procedure, Timing & Costs

## TRANSFER PRICING

- Significance of transfer pricing
- Methods
- Documentation
- Recent Developments
- Pitfalls
- Questions & Discussion

## DATA PROTECTION COMPLIANCE

- Current Compliance focus in the US
- Data Protection

- Anti-Trust Rules
- Kickbacks
- System of Compliance measures

## CORPORATE GOVERNANCE UND AVOIDANCE OF PIERCING THE CORPORATE VEIL

- Current Requirements
- Managing the US-Subsidiary from the European Headquarter
- Officer & Board Functions
- Documentary Requirements in the Minute Book
- Avoidance of Personal Liability of Officers and Directors
- Avoidance of Piercing the Corporate Veil

## REPRESENTATIONS & WARRANTIES

- What it is
- Most significant Commercial Content
- Plus one Legal Aspect
- Practical use of Reps

## CONTRACTUAL RISK MANAGEMENT

- Exclusion of Consequential Damages
- The Overall Liability Cap
- "Time is of the Essence" Provision
- "The deal is a deal" Language
- Arbitration vs. Litigation

Also: Webinars on all topics every Thursday at 17:30-18:00 CET