



THE GERMAN AMERICAN TRADE ASSOCIATION

– A NOT FOR PROFIT ORGANIZATION –



Protect yourself against liability risks!

EXECUTIVE MANAGEMENT MEETINGS

RISK MANAGEMENT USA

All subjects of interest condensed into one day

AVOIDANCE OF PIERCING THE CORPORATE VEIL • PRODUCT LIABILITY PROTECTION
REPRESENTATIONS & WARRANTIES • CONTRACTUAL RISK MANAGEMENT
INSURANCE SOLUTIONS • CORPORATE GOVERNANCE • TRANSFER PRICING
EMPLOYMENT • DATA PROTECTION • ANTITRUST • COMPLIANCE

2024

THE GERMAN AMERICAN TRADE ASSOCIATION

MISSION STATEMENT

The German American Trade Association (GATA) is a not-for-profit organization that was formed in 2003 by a group of German Industry Associations. GATA's objective is to provide comprehensive risk management protection for German-Speaking companies with existing U.S. business and to facilitate entry to the U.S. market for newcomers.

EXECUTIVE MANAGEMENT MEETINGS

Particularly in the USA, it is mandatory with regard to liability that employees who hold officer or director positions at the US subsidiary update their specific knowledge of U.S. management at regular intervals. In a very concise manner, GATA provides information about the current framework and obligations of the U.S. subsidiary, and corporate risk management subjects including all liability-relevant topics of the U.S. business and its latest developments in its one-day Executive Management Meetings.

(For companies considering entering the US market, we recommend a visit to the U.S. Entry Meeting the day before).

For further details, please refer to the agenda or the website www.american-trade.org.

EVENT DETAILS & DATES

The events are limited to small groups of 20-40 people and are held in German.

All speakers have years of experience in cross-border transactions. For the important issues of liability and corporate risk management, specialized German-Speaking attorneys from New York are presenting the relevant topics.

STUTT GART

25.04.2024 (THURSDAY) | STEIGENBERGER GRAF ZEPPELIN

DUESSELDORF

06.06.2024 (THURSDAY) | VENUE STILL IN PLANNING STAGE

MUNICH

12.09.2024 (THURSDAY) | EDEN HOTEL WOLFF

REGISTRATION

GATA is kindly asking for registrations directly on the website www.american-trade.org.

The course fee is € 1,250,- per participant. Please transfer the fee on registration to ensure participation.

Registrations are considered in the order of the course fee and are confirmed upon receipt. Cancellation policies can be found in our General Terms and Conditions on the above website.

CONTACT

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EXECUTIVE MANAGEMENT MEETINGS / AGENDA*

08:45 – 09:00 REGISTRATION

09:00 – 09:15 WELCOME, OVERVIEW & INTRODUCTION

- Overview of the Day & Agenda
- Brief Introduction of the Participants

09:15 – 09:45 INTRODUCTION TO U.S. RISK MANAGEMENT

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

09:45 – 10:45 PRODUCT LIABILITY PROTECTION

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

10:45 – 11:00 COFFEE BREAK

11:00 – 11:45 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.)

11:45 – 12:30 EMPLOYMENT

- Hire & Fire Realität
- Arbeitsgesetze
- Management-Aufgaben
- Vermeidung von Diskriminierungsklagen
- Titel & Personalstruktur
- Employment Handbooks
- Medical- & 401(k) Pläne

12:30 – 13:00 UCC LIENS

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

13:00 – 13:45 LUNCH BREAK

13:45 – 14:30 TRANSFER-PRICING

- Significance of transfer pricing
- Methods
- Documentation
- Recent Developments
- Pitfalls

14:30 – 15:15 DATA PROTECTION COMPLIANCE

- Compliance focus in the US & Germany
- Data transfers
- Anti-Trust Rules
- Kickbacks
- Compliance Managementsystems (CMS)

15:15 – 16:15 CORPORATE GOVERNANCE AND 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

16:15 – 16:30 TEA BREAK

16:30 – 17:00 REPRESENTATIONS & WARRANTIES

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

17:00 – 17:30 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

17:30 – 17:45 PARTICIPANTS' FEEDBACK

17:45 – 19:30 COCKTAIL RECEPTION / NETWORKING / FAREWELL

* Subject to changes



Insurance Solutions
Artus Group
Insurance Brokers



Data Protection Compliance
Heuking Kühn Lüer Wojtek
Corporate Law Firm



Risk Management
H. Roske & Associates LLP
U.S. Attorneys for the German-Speaking Industries



Transfer Pricing
PricewaterhouseCoopers GmbH
Auditing company

PREVIOUS PARTICIPANTS

