International Franchising, Licensing and Alternatives

Chair: Manzoor G.K. Ishani

02 October 2003

06:30 PM — Cocktail Reception — Restaurant Tamino

07:30 PM — Orientation, Introductions, Opening Dinner — Restaurant Tamino

03 October 2003

09:00 AM — I. Franchising - European Jurisdictions I — Seminar Room: Wolfgangsee

Moderator	Manzoor G.K. Ishani	
Speaker	Yanos Gramatidis	*Greece: Legislating Franchising*
Speaker	José M. Rey	*Current Legal Environment for Franchising in Spain*
Speaker	Monica Santalena	*Recent Developments in the Field of Franchising in Italy*
Speaker	Gérard Sautereau	*The Loi Doubin and Its Impact on Franchising in France*

11:00 AM — Tea and Coffee — Foyer Attersee

11:30 AM — II. Franchising - European Jurisdictions II — Seminar Room: Wolfgangsee

Moderator	Manzoor G.K. Ishani	
Speaker	Lorenza Ferrari Hofer	*Swiss Regulation on Franchising Contracts: Latest Developments*
Speaker	Paulius Gruodis	*Franchising in Lithuania*
Speaker	Alexander Petsche	*Termination Payment for Franchisees in Austria*

01:00 PM — Lunch — Restaurant Tamino

02:30 PM — III. Franchising - Competition Issues — Seminar Room: Wolfgangsee

Moderator	D. Craig Parry	
Speaker	Anna Laura Dassi	*European Union Issues on Franchising and Competition*
Speaker	Francis J. Devlin	*Distribution Franchises and Competition Law - United States and Australian Gasoline Retail*

04:15 PM — Tea and Coffee — Foyer Attersee

07:30 PM — Optional Group Dinner — Trattoria Gabriela

04 October 2003

09:00 AM — IV. Franchising - Disclosure Issues — Seminar Room: Wolfgangsee

Moderator	D. Craig Parry	
Speaker	Eckhard Flohr	*Disclosure Requirements in International Franchise Transactions I*
Speaker	Marco Hero	*Disclosure Requirements in International Franchise Transactions II*

10:15 AM — Tea and Coffee — Foyer Attersee

10:45 AM	**V. Liability Issues**		**Seminar Room: Wolfgangsee**
Moderator	Georg Schönherr		
Speaker	Christopher A. Duggan	*Evaluating Exposure and Minimizing Risks When Licensing Products in the United States*	
Speaker	Gabriel A. Jackson	*Products Liability Issues in Selected States of the United States*	
Speaker	Michelle Simpson	*Managing Third Party Risks in North American Distribution Arrangements*	
12:15 PM	**Lunch**		**Restaurant Tamino**
02:00 PM	**VI. Licensing - Trends and Developments**		**Seminar Room: Wolfgangsee**
Moderator	Georg Schönherr		
Speaker	Raymond S. Fersko	*Life Science Technology Licensing Trends on Both Sides of the Atlantic*	
Speaker	Martin P.J. Kratz	*Recent Developments in International Licensing: A Canadian Perspective*	
Speaker	Suwit Suwan	*Licensing and Its Alternatives - The Thai Legal Perspective*	
03:30 PM	**Closing Remarks**		

05 October 2003

Individual Departure