

AIPLA

IP Practice in Europe Committee

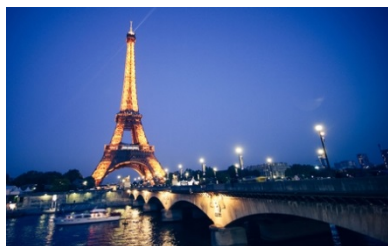
June 6-15, 2018

Delegation to Europe

Trip Book



Saint Germain en Laye



Paris



Milan



Munich



London

Dear Delegates,

Greetings and welcome to Saint-Germain-en-Laye, Paris, Milan, Munich and London. We have a busy week ahead and the following materials may help give guidance along the way.

The materials below include the agenda at-a-glance, delegation lists for each of the cities, travel and accommodation information, and the details for each meeting.

For your convenience, hyperlinks to maps/directions are provided throughout the document.

Please familiarize yourself with the materials and keep them with you during the week in the event you find yourself making your own way to a meeting.

Delegation Ground Rules/Code of Conduct:

Remember that this is a professional trip, not a vacation. Your conduct reflects on the Association as a whole, and your full participation is needed to support the other members of the delegation.

1. Arrive on time and attend **all** meetings/events
2. Maintain professionalism during all meetings
3. Take turns paying for taxis
4. Have fun

Please review the next day's agenda and notes the night before so you have an idea what is about to happen next. Unless otherwise noted, we will gather each morning in the hotel lobby to leave for our day of meetings. However, there may be times when the morning meeting time changes, and there are days where the transfer time between meetings will be tight. Please also be alert for unexpected changes as circumstances dictate during the week.

It is important that we arrive at meeting locations with enough time remaining to exchange business cards and still be sitting down to start the meeting on time. If for any reason, you will not be attending a particular session, and expect to be delayed, please alert us at once. Your cooperation is greatly appreciated.

Have fun and let us know if you have questions or suggestions. We can be reached at the contact information below.

Regards,
Co-Chairs, IP Practice in Europe Committee

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PARIS

Agenda Summary and Delegates

Sunday, June 10, 2018

Day 0 – Paris – Sunday, June 10

- [Hotel Pavillon Les Lettres, 12 rue des Saussaies, 75008, Paris](#)
- Optional Drinks or Dinner: 7:00 pm – 9:30 pm

Location:	TBD on Sunday
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Delegates – Paris

DeAnn Smith
Enrica Bruno
Kathleen Lemieux
Joseph Calvaruso
Raymond Farrell
Mark Guetlich
Ron Harris
Martin Köhler
Kevin Kunzendorf
Christine McCarthy
Andrew Melick
John Pegram
Peter Ruess
Maria Scungio
Theresa Stadheim
Tum Thach
Sylvain Thivillier
Brian Whipps
Mark Whitaker

Cultural sensitivity items to keep in mind while in France:

French are not arrogant, but they don't like being talked to directly in English. You can start with a nice "Bonjour, je suis désolé mais je ne parle pas français. Parlez-vous anglais ?" and then speak English. During the meetings, the above does not apply, as everybody tends to speak English... however, do control your speaking-pace (especially for those presenting) as English is not everybody's mother-tongue...

Pick-pockets: beware of your belongings when you are in the streets and in the metro, it can happen quickly...

MILAN

Meeting Delegates

Tuesday, June 12, 2018

Delegates – Milan

DeAnn Smith
Enrica Bruno
Kathleen Lemieux
Joseph Calvaruso
Raymond Farrell
Mark Guetlich
Ron Harris
Martin Köhler
Kevin Kunzendorf
Christine McCarthy
Andrew Melick
Elisabetta Pappa
John Pegram
Maria Scungio
Theresa Stadheim
Tum Thach
Brian Whipps
Mark Whitaker

Cultural Sensitivity Items to keep in mind while in Italy:

Body language is an important part of the Italian way of communicating. Don't be scared of people gesticulating while talking to you. Pay attention to what it conveys.

Italians are not familiar with the concept of personal space. You'll find somebody that will take initiative and hug and kiss you. Don't be scared by that (see body language above). However, don't hug and kiss everyone: nobody will be offended if you do so, but not all Italians are as expansive as you may think.

Not all Italians are fully fluent in English and capable of catching up with any English accent. Try to slow down a bit if you get the impression that the person you are talking to does not understand.

Humor is very well received in the course of business discussions. However, keep in mind that jokes about Italian criminal organizations (which appear common among non-Italian people) might not be necessarily well received by Italians.

MUNICH

Meeting Delegates

Wednesday/Thursday, June 13-14, 2018

Delegates – Munich

DeAnn Smith
Enrica Bruno
Kathleen Lemieux
Joseph Calvaruso
John Conroy
Raymond Farrell
Angela Fox
Mark Guetlich
Ron Harris
Martin Köhler
Kevin Kunzendorf
Christine McCarthy
Andrew Melick
John Pegram
Robert Schneckenbühl
Maria Scungio
Theresa Stadheim
Tum Thach
Sylvain Thivillier
Brian Whipps

Some cultural sensitivity items to consider in Germany:

<https://www.youtube.com/watch?v=UaDdcXagzi8>



LONDON

Meeting Delegates
Thursday, June 14, 2018

Delegates – London (Thursday)

DeAnn Smith
Jim Boff
Enrica Bruno
Kathleen Lemieux
Joseph Calvaruso
Raymond Farrell
Kevin Fournier
Angela Fox
Mark Guetlich
Ron Harris
Susan Kirsch
Kevin Kunzendorf
Andrew Melick
Yelena Morozova
John Pegram
Robert Schneckenbühl
Maria Scungio
Theresa Stadheim
Tum Thach
Brian Whipps

Cultural sensitivity items to keep in mind while in London:

- Don't hug everyone;
- The British are generally not as direct as Americans. Americans can come across as aggressive, when you thought you were merely being helpfully direct;
- Don't assume all British English words and phrases mean the same as words and phrases from the USA. Many of British English words and phrases have different or even opposite meanings!
- Humour is often an important part of business discussions, and having a repertoire of jokes and anecdotes can be an asset. Moreover, people who are good at telling jokes and stories should make the most of these abilities. Characteristics of British humour include not stating the obvious, as well as implying the opposite of what is being said. Consequently, paying attention to what is not said or done is often a necessary part of appreciating this style of humour. Be warned: the English can use humour, especially irony or sarcasm, as a weapon in ridiculing an adversary or showing disagreement or even contempt;
- To link the last two points together – simply tell everyone you meet that you are wearing your warm pants because it is so cold in the UK and you will be guaranteed to get a laugh.