

Breaking Into

International Law

Hone core legal skills—there is no substitute. Basic skills should include structuring, drafting, and negotiating, as well as the ability to reason across different legal and business systems.

- **Clifford J. Hendel** *practices international mergers and acquisitions in Madrid, Spain.*

Learn languages and expose yourself to different cultures. Be aware of local customs and cultural sensitivities, but do not be presumptuous about another country's culture, legal system, or language.

- **Salli A. Swartz** *practices cross border transactions in Paris, France.*

Participate in bar associations and sharpen your computer skills. Be open and creative about employment options. Develop a concrete understanding of law as a business, beyond specific areas of law. Work at a U.S. firm in your area of interest first, as foreign firms expect you to have relevant experience.

- **Noelani Nitz** *practices trademark law overseas in Gifu City, Japan.*

Become familiar with trade agreements such as the North American Free Trade Agreement (NAFTA). Foster a better understanding of the interrelationship of cultural anthropology and its impact on international trade.

- **Teresa Frazier** *practices customs and international trade law in Washington, D.C.*

Find a good mentor. Invest in automation as you move into the practice and splurge on subscribing to good research products. Such tactics will help you stay in sync with the rapid evolution of immigration law and avoid malpractice.

- **Gregory Siskind** *practices immigration law in Memphis, Tennessee.*



*ABA Career Resource Center Pre-Law Toolkit:
www.abanet.org/careercounsel/prelaw.html*

*ABA Section of International Law and Practice:
www.abanet.org/intlaw*

