

15 APRIL 2016

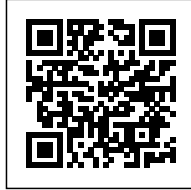
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E-alert

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Law firms are increasing the amount of 'non-legal' skills training they offer their lawyers due to concerns that law graduates are ill-prepared for life in a law firm. Consequently, many young lawyers are being offered training programmes that cover skills such as 'client care', negotiation, pricing, and management. As we report in this bulletin, there is a view that the skills law students learn at university are "woefully inadequate" preparation for a legal career.

Also in this e-alert, Redstone Consultants' Katie Dignan discusses the keys to success when bidding for legal work and highlights the most common mistakes law firms make in bidding processes. Meanwhile, Iberian Lawyer TV discusses employment law with Cuatrecasas, Gonçalves Pereira's Juan Bonilla, and talks to Abreu Advogados partner Natália Garcia Alves about developments in litigation and ADR in Portugal.

Ben Cook

Editor, Iberian Lawyer

ben.cook@iberianlegalgroup.com

Twitter: @BenCook_Iberian

News

Firms broaden training amid concern graduates are ill-prepared

Law firm training programmes now include more instruction in non-legal skills due to worries that law courses are "woefully inadequate" preparation for a career in a modern law firm

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Uria and Clifford Chance advise on €350m Tinsa deal

Uria Menéndez advised private equity fund Advent International on the sale of Spanish company Tinsa – a provider of property valuation, analysis and real estate advisory services – to Cinven Partners.

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Carlyle Group instructs Latham & Watkins on Digitex deal

Latham & Watkins was instructed by The Carlyle Group in relation to the acquisition of a majority stake in Digitex, a Spanish company leader in Business Process Outsourcing (BPO) services.

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Jones Day advises CaixaBank on financing of Barcelona @22 development

Jones Day advised CaixaBank in relation to the financing of an office project in the @22 "innovation district" of Barcelona.

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CMS advises Studio Canal on Bambú Producciones deal

French production company Studio Canal was advised by CMS Albiñana & Suarez de Lezo on the acquisition of a 33 per cent stake in the Spanish company Bambú Producciones.

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Jausas instructed by Grupo Previsora Bilbaina on Catalana Occidente sale

Jausas advised the major shareholders of insurance business Grupo Previsora Bilbaina on its sale to Grupo Catalana Occidente for €74 million.

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GMQ advises Quantum Capital on Tenneco factory acquisition

Quantum Capital Partners were advised by GMQ Abogados on the acquisition of Tenneco's manufacturing plant in Gijón.

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The Latin American Lawyer

Pérez-Llorca instructed on loan to Argentinean finance platform

Pérez-Llorca provided Spanish counsel to Afluenta on obtaining financing from the IFC and a private equity company.

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Freshfields secures ICSID award for Canadian gold miner

Freshfields Bruckhaus Deringer secured a \$1.39bn award for Canadian gold mining company Crystallex in a case against Venezuela.

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Opinion

The keys to success when bidding



Dignan

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When bidding to win work, law firms often make the mistake of not asking questions about the work being tendered however, taking an interest in the client will pay off, says Katie

Iberian Lawyer TV

Increase in M&A-related work for employment

lawyers

Juan Bonilla, Cuatrecasas, Gonçalves Pereira



Debt recovery and insolvency cases decreasing

in Portugal

Natália Garcia Alves, Abreu Advogados



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9 June 2016, New York

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