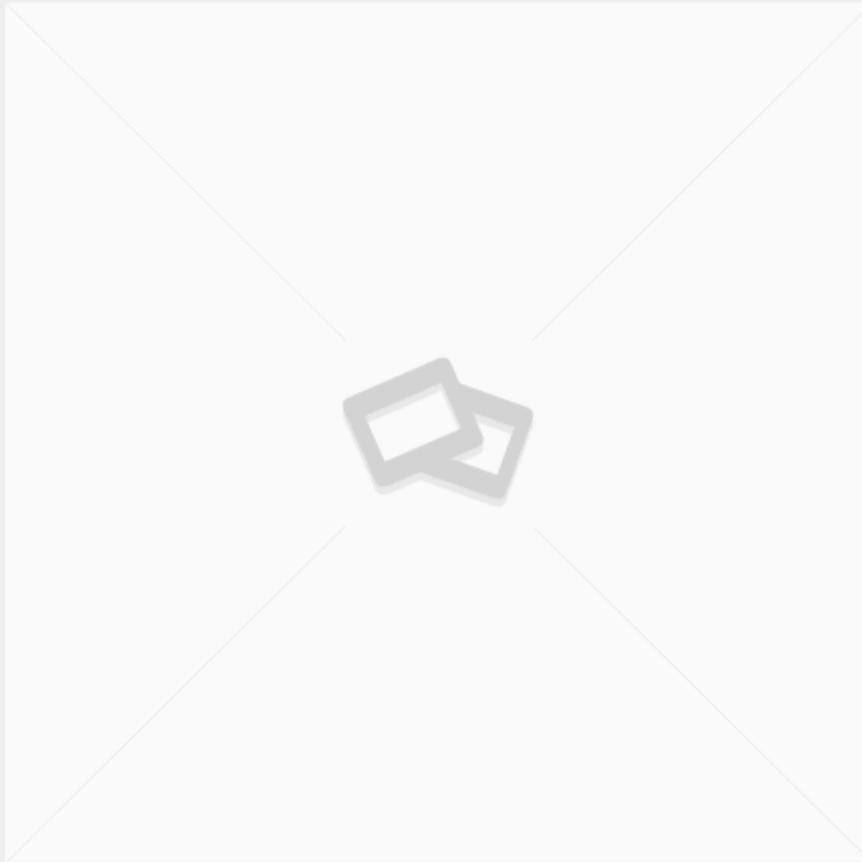


# E-ALERT NOVEMBER 2012

*Posted on 23/11/2012*



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Welcome to the Iberian Lawyer email alert, bringing insight and analysis for lawyers who advise international business interests in Spain and Portugal as well as the increasingly global interests of Iberian businesses around the world.

Sincerely,

Joanna Lee

**Editor**

**Iberian Lawyer**

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Best  
Joanna Lee  
Editor  
Iberian Lawyer

#### News

##### **Taking the pain out of price negotiations**

Finding more effective pricing models was the challenge facing General Counsel and Managing Partners at the International Corporate Counsel College in Miami. [Read more](#)

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The increasing calls for openness are causing a huge challenge for international commercial arbitration says leading arbitrators. [Read more](#)



##### **The 'right to be forgotten' and Internet search engines**

The incorrect position taken by the Spanish Agency for Data Protection. [Read more](#)

#### In-House Club

##### **In-House Lawyer Annual Meeting**

For the first time in Spain, the In-House Lawyer Annual Meeting is presenting the results of the Study of Business Advocacy made by Iberian Lawyer. In addition, we will be also be awarding the first 'Gold Award' - recognising outstanding lawyers and law firms based on the opinions of their clients.



**Where: Madrid When: December 13th, 2012**

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#### IP & IT Report

##### **Driving the economy**

Formerly seen by law firms as 'nice to haves', IP and IT departments are fast becoming the 'must haves'. The two sectors are key areas of opportunity in the crisis, say lawyers, especially as today's economy is being driven by the world of technology.



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#### Law Firm Profile

##### **Leading the troops in a crisis**

As law firms battle through the crisis, everyone has to dig in and do their part. While no one can be sure what challenges the future will bring, for Iñigo Gómez-Jordana, Managing Partner of Allen & Overy Spain, striking the right balance between management, leadership and fee-earning is key.



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