Michael L. Penfield

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INTERNATIONAL EXPERIENCE

1997 **Paralegal; Case Manager** for international law firm. Managed the drafting process of documents for the acquisition of a Maryland based high technology electronics firm and a California based data storage company by a Japanese corporation. Traveled to Japan several times for negotiations and strategic planning.

1992-1996 **Assistant Director; Program Director**

Between 1992 and 1996 served in various capacities for United States Information Agency (USIA) co-sponsored grant programs. Assisted with negotiating contracts for these grants. Countries included Russia, Turkmenistan, and Latvia. Programs consisted of intensive training for ministry, academic, and executive level participants and establishing business centers to increase access to information and technology. Responsibilities included program management, curriculum design, budgeting, coordination of large group travel between countries, design and implementation of follow-on programs. Collaborated with respective U.S. Embassies to complete these projects. Annual grant terms.

1995 **Paralegal; Case Manager** for international law firm, representing a U.S. high technology corporation. Managed the drafting process for a technology licensing agreement (1995) with a Latvian space technology company in preparation of negotiations. Managed the drafting process for the subsequent stock purchase agreement with the same companies. Supported the lead attorney and closer of the transaction in the following areas: Analysis of Soviet patents, international intellectual property protection, restructuring and privatization of the Latvian company, negotiations in three languages, analysis of existing joint venture structures, and due diligence review of Latvian company.

1991 Completed M.S. project, "An Evaluation Model For Foreign Management Training Programs". Contributing research was gathered while traveling throughout Central Europe. Simultaneously helped develop an optimal curriculum for foreign management training. Presented at International Conference in Riga, Latvia 1995.

1987-1997 Extensive travel throughout Central Europe, Russia, Latvia, Vladivostok, Turkey, Greece, Turkmenistan, Australia, and New Zealand. Experiences include negotiations with representatives of private sector businesses, government, and academia in the areas of business transactions, infrastructure, and training. From 8/90 to 12/90 traveled to Austria, Hungary, USSR, Czechoslovakia, and Germany in conjunction with M.S. degree. Time was spent studying Russian language, the privatization process in Eastern Europe and joint ventures in the Soviet Union. Travel to Sapporo, Japan - 7/97, 8/97, client consultation.