

## Virginia Lawyer Joins Team Teaching Negotiation Skills in Tanzania

by Gordon Hickey

The development of new technologies is leading to the discovery of new natural resources in Africa, and international companies — including law firms — are expanding their efforts across the continent.

DLA Piper, the multinational law firm, sent a team of seventeen attorneys from across the globe to Tanzania to help lawyers there deal with the new realities of being a global player. Jay G. Finkelstein, a partner in DLA Piper's Reston office, was among the group teaching courses to government lawyers to help the legal system in Tanzania.

Finkelstein and his portion of the group taught a class on basic negotiation skills.

"We do have a history of working in Tanzania," Finkelstein said in a recent telephone interview. He also has worked in other African countries, including Malawi and Ethiopia, to help them deal with their new international importance. "In Africa, there has been a history of countries being taken advantage of," he said.

In Tanzania, the new resource is natural gas, and that has created opportunities for the country to deal with multinational companies. Those dealings "are going to involve extensive negotiations with many multinational companies," Finkelstein said.

Problem is, negotiation "is not fully taught in law schools.... In a lot of developing countries, lawyers are used for dispute resolution," Finkelstein said. Put another way, lawyers are used to solve problems, not to avoid them.

Finkelstein and his team set up a hypothetical situation that the Tanzanian lawyers were to deal with: A multinational company negotiating with an African company over a source of copper for a computer chip. The



Jay G. Finkelstein, of DLA Piper, speaks to a class of government lawyers in Dar es Salaam, Tanzania.

lawyers had to work out either a supply agreement, a joint-venture agreement, or a licensing agreement.

Some of what they had to consider included what would work the best to benefit both sides in the deal; employment; technology transfers; and how the agreement would benefit and advance the country's economy. "There are social and political elements that have to be taken into account," he said.

The lawyers in the classes — and these were existing lawyers, not students — were divided into four groups. Two groups reached an agreement, one was close to an agreement by the end of the sessions, and one group walked away without an agreement.

Finkelstein has ten years of teaching experience. For the Tanzania class, he condensed a semester-long law school class that he teaches at Stanford



University into forty hours taught in one week.

The pro bono project was spearheaded by New Perimeter, DLA Piper's non-profit affiliate dedicated exclusively to global pro bono work. In keeping with its commitment to providing long-

term support to places like Tanzania, this project stemmed from trips lawyers from various DLA Piper offices have taken over the past three years to Tanzania to educate law students and law professors.

Finkelstein said most of DLA Piper's projects are staffed by four to eight lawyers and each project requires about 200 hours of pro bono time. They do it because, "We're an international law firm.... It's important for our lawyers to have international exposure."

Though Tanzania has one of the world's poorest economies in terms of per capita income, it has much to offer. Finkelstein noted that it has a long coast and most of the Serengeti is in Tanzania. Dar es Salaam, the capital, is a progressive and modern city.

Every country in Africa is facing challenges, but the continent has much to offer. The new natural resources have elevated the focus on countries like Tanzania, and created opportunities for multinational law firms.

## Karl A. Doss Is New Director of Access to Legal Services

Karl Anthony Doss took on the important work of directing the Virginia State Bar's access to legal services programs on August 5.

Doss has an extensive history in Virginia, Washington, D.C., and in his home state of Minnesota of leading and working with agencies that provide legal services to juveniles and to those who cannot afford to hire a lawyer. He also has extensive experience with the Virginia court system and government agencies.



Most recently, Doss served as associate director for training and technical assistance at the Coalition for Juvenile Justice in Washington, a nonprofit organization of governor-appointed members and allies dedicated to preventing children from becoming involved in the courts.

Prior to that, he worked at the National Legal Aid and Defender Association, America's oldest and largest nonprofit association dedicated to access to justice. As director of training and professional development, he was responsible for civil and defender training programs and conferences.

In Virginia, Doss was the director of the Department of Judicial Programs at the Supreme Court of Virginia from June 2006 to August 2008. He was the director of training and human resources at the Virginia Indigent Defense Commission from October 2003 to June 2006.

He also worked as a deputy public defender in the Office of the Norfolk Public Defender; a staff attorney at the Children's Law Center in Brooklyn, New York; a family court referee at the Hennepin County District Court in Minneapolis; an assistant county attorney in Hennepin County; and an assistant public defender in Hennepin County.

Doss is a 1983 graduate from Tulane University. His law degree is from the University of Minnesota School of Law in 1986. He also has a 2005 certificate of completion from the Commonwealth Management Institute, Virginia Commonwealth University Center for Public Policy.