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No Points For Second Place: How Data Privacy Clauses Impact Your Business

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Introductions



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Discussion Topics

- **High Level Privacy Issues**
 - **What are some of the main concerns?**
 - **What should non-privacy attorneys know?**
- **Digging into the Details**
 - **Clauses related to audits and data breach notifications**
 - **Determining what data is at issue**
- **Examples of deals that have not materialized due to privacy reasons**
- **Best practices**

Overall

- How do you view a privacy attorney's (or a privacy department's) role within a company?
- What causes you the most heartburn as a privacy practitioner?

The Details And Best Practices

- Negotiating clauses related to privacy and cybersecurity
- Determining what data is at issue
- Assessing risk
- Engaging (non-legal) stakeholders
- Deciding that you could not proceed with a deal to privacy reasons
- Lessons learned

Questions?



Thank you



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