

SUSAN M. SCHMIDT  
MANAGING DIRECTOR  
202.585.6570  
SSCHMIDT@MANATT.COM

## PROFESSIONAL EXPERIENCE

Ms. Schmidt focuses on international business, advocacy and government relations. A former member of the U.S. Diplomatic Service, she develops strategies to address international opportunities and complex disputes. She works primarily in Latin America and with Latin American businesses, and she speaks English and Spanish.

Ms. Schmidt works with U.S. multinationals to develop new business opportunities as well as to overcome trade and investment obstacles overseas. For example, she has assisted a U.S. multinational to develop domestic and international strategies to achieve tariff reductions on a major input component and advised companies on overcoming restrictive foreign business practices.

Ms. Schmidt also works with domestic and international companies and organizations on U.S. advocacy initiatives with the U.S. Congress and Administration.

Prior to joining ManattJones, Ms. Schmidt was a member of the U.S. Diplomatic Service. During her tenure, she participated in multilateral and bilateral negotiations; managed IPR issues for Latin America and developed IPR enforcement initiatives; and was an Economic Officer in Colombia, responsible for trade, transportation, communications, science and environment, and agricultural trade issues. Participating in the Corporate Exchange Program, she was detailed to Lucent Technologies Global Public Affairs group based in Miami, Florida.

Ms. Schmidt also is a partner at Manatt, Phelps & Phillips, LLP, where she works with companies in diverse international areas such as export controls and compliance, WTO and NAFTA issues, and immigration.

## EDUCATION

Foreign Service Institute, Washington, D.C., Economic and Commercial Studies.

Boston University School of Law, J.D.

University of Wisconsin-Madison, B.A.

## MEMBERSHIPS & ACTIVITIES

Member, Women in International Trade; President, 2007-2008; Member of the Board, 2005-2009; Western Hemisphere Co-Chair, 2004.

Member, International Advisory Committee of *Divine & Human: Women in Ancient Mexico & Peru*, National Museum for Women in the Arts, 2005-2006.

Panelist, NAFTA Chapter 19 Bi-national Roster.

Member, Trade Policy Forum.

Admitted to practice in California, Illinois and the District of Columbia and before the Supreme Court.

## HONORS & AWARDS

Washington, D.C. Super Lawyers, 2007.

## PUBLICATIONS

"Restrictions on Foreign Investments: What Do They Really Mean, If Anything?" *Bloomberg Law Reports – Corporate Law*, Vol.2, No.18, May 5, 2008.

"What (Free) Trade Agreements Are Not," *International Law News*, American Bar Association, 36(2), Spring 2007.

"Evaluating an International Business Risk: Criminalization of Civil Disputes," *German American Trade*, 17(9), November 2006.

"The International Trade Lawyer: Facilitating Business and Commerce," *Inside the Minds: The Laws Behind International Trade, a Detailed Look at Enforcement, Regulations, and Political Influences*, Aspatore Books, 2006.

"Think It's a Breeze Moving Goods Between The U.S. and Mexico?," *World Trade Magazine*, January 2005.

"The Business Coalition: Effective Input in Trade Agreements," *Business Colombia*, March - May 2004.

"Business Briefs," *Business Colombia*, quarterly column, 1993-1995.

"AMA-AHA Joint Task Force on Hospital-Medical Staff Relationships," coauthor, 1985.

"Consent for Autopsies," 250:9, September 2, 1983 (English version); and 249:18, March 3, 1983 (Japanese version), *Journal of the American Medical Association*.

"Note, Health Maintenance Organizations and the McCarran-Ferguson Act," 7:4 *Am. Journal of Law and Medicine*, 1981.

## SPEAKING ENGAGEMENTS

"U.S. Sanctions Policy and the Foreign Narcotics Drug Kingpin Law," Seminar on Prevention of Money Laundering, Mexican Bankers Association, Mexico City, November 2000.

"U.S. Elections: Implications for Mexico and Beyond," Pacific Basin Economic Council, Mexico City, February 2000.

"The United States and the Free Trade Area of the Americas," Annual Meeting of International Industry Property Association, Santiago, Chile, October 1997.

"U.S. Enforcement of Intellectual Property Rights," First Annual Anti-Piracy Conference, Anti-Piracy Committee, Lima, Peru, July 1997.

