



La Défense Advocates & Solicitors

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Vietnam ▼

Diversity

Interview with...

Contact

INTERVIEW WITH...

Mr. Luu Tien Dzung, Managing Partner of La Défense, and Ms. Linh Nguyen, Senior Partner at the firm.

In this interview, Mr. Dzung Luu and Ms. Linh Nguyen will share La Défense’s strategies, solutions, and valuable experiences in resolving commercial disputes, international investments, and the firm’s combination of in-depth





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☰ Menu

disputes, international investments, and the firm's combination of in-depth expertise and market knowledge to benefit clients. We will also explore the trends shaping Vietnam's legal industry and the opportunities and challenges faced by international businesses operating here.

How does La Défense manage cross-border disputes, and what key challenges do you face when representing international clients in Vietnam?

Mr. Luu Tien Dzung shared:

At La Défense, we understand the complexity of cross-border disputes, especially in the context of Vietnam's rapidly growing market. Our approach to managing international disputes is rooted in our deep local expertise and our ability to navigate Vietnam's unique legal



ensuring that our clients' interests are well-protected.

What are the key trends you're observing in the Vietnamese legal market, and how is La Défense positioning itself to address these developments?

Ms. Linh Nguyen responded:

The Vietnamese legal market is experiencing significant transformation, driven by the rapid expansion of the economy, deeper integration into the global trade system, and an increasing focus on foreign direct investment (FDI). One of the key trends is the rise in demand for sophisticated legal services, particularly in areas such as mergers and acquisitions, intellectual property, and dispute resolution. As Vietnam's economy grows, businesses are more likely to encounter complex legal challenges, especially those related to



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☰ Menu

landscape. We work closely with foreign clients to understand both their business goals and the legal risks they face when operating in Vietnam. Our team is skilled in handling disputes that involve foreign parties, whether they pertain to commercial contracts, intellectual property issues, or investment-related conflicts.

One key challenge we face in representing international clients is the complexity of Vietnam's legal system, which can be different from the legal frameworks in other jurisdictions. We mitigate this by leveraging our strong local knowledge while ensuring compliance with international best practices. Furthermore, the differences in culture, language, and business practices sometimes add an additional layer of complexity. However, La Défense's bilingual team and our extensive experience in cross-border transactions allow us to bridge these gaps effectively,



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☰ Menu

cross-border transactions and international arbitration.

La Défense is strategically positioned to address these trends by continuously enhancing our capabilities and expertise. We have strengthened our focus on cross-border dispute resolution and M&A advisory, ensuring that we provide effective, client-centric solutions. Our understanding of Vietnam's evolving legal landscape, coupled with our deep international connections, allows us to offer tailored solutions that meet both local and global business needs. Additionally, we are investing in technology and talent to stay ahead of the curve, ensuring our clients receive the best possible service.

How does La Défense's team collaborate with clients to develop effective litigation strategies and ensure the best outcomes in complex



approach that involves extensive research, strategic planning, and tailored legal advice. We draw on our extensive experience in commercial litigation and arbitration to design solutions that are both practical and legally sound. Furthermore, we utilize technology to streamline communication and document management, which helps to ensure a smooth and efficient process. Our ultimate goal is to protect our clients' interests and achieve the most favorable outcomes, whether through negotiation, settlement, or litigation.

What do you think sets La Défense apart when it comes to advising clients on risk management in cross-border transactions and disputes?

Mr. Dzung Luu said:

La Défense's strength lies in our ability to combine in-depth knowledge of



How does La Défense's team collaborate with clients to develop effective litigation strategies and ensure the best outcomes in complex commercial disputes?

Mr. Dzung Luu stated:

At La Défense, collaboration with clients is at the heart of our litigation strategy. We believe that understanding our clients' business, goals, and concerns is crucial in developing an effective strategy. Our team works closely with clients to assess the legal and commercial context of each dispute, ensuring that every decision made aligns with the client's broader business objectives. We take the time to understand not only the legal issues but also the operational and financial implications of a potential dispute.

When it comes to complex commercial disputes, we employ a multi-faceted



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☰ Menu

Vietnam's legal framework with a global perspective on risk management. We understand that businesses engaged in cross-border transactions are exposed to a range of risks, including regulatory changes, contractual disputes, and cultural misunderstandings. Our approach focuses on helping clients identify potential risks early and take proactive measures to mitigate them.

What sets us apart is our ability to integrate legal advice with strategic business insights. We work closely with clients to structure deals and contracts that minimize risk while maximizing business opportunities. Our team is adept at identifying potential legal pitfalls and advising on practical solutions that align with the client's business objectives. Whether advising on mergers, acquisitions, joint ventures, or other international transactions, La Défense ensures that clients are equipped to navigate the complexities of the global



market with confidence.

How does La Défense's strong local expertise complement its international capabilities in handling disputes involving foreign entities or investors in Vietnam?

Ms. Linh Nguyen stated:

La Défense's combination of local expertise and international capabilities gives us a competitive edge when handling disputes involving foreign entities or investors in Vietnam. Our team has a deep understanding of the Vietnamese legal system, including the nuances of local regulations, court procedures, and administrative practices. This local insight is crucial for navigating the complexities of Vietnam's evolving business environment and resolving disputes effectively.



At the same time, our international experience and partnerships enable us to bring a global perspective to each case. Whether representing foreign investors, international corporations, or local businesses with international dealings, we ensure that our legal strategies incorporate both local legal knowledge and international standards. This dual approach allows us to offer practical, cost-effective solutions that meet the diverse needs of our clients while mitigating risks and safeguarding their interests.

What role does client education play in your approach to dispute resolution, and how do you help clients navigate legal complexities before a dispute arises?

Mr. Dzung Luu shared:



Client education is a crucial element of



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☰ Menu

Défense. We believe that preventing disputes before they arise is often more effective and cost-efficient than resolving them later. Our team takes the time to educate clients on potential legal risks, helping them understand the complexities of the Vietnamese legal system and how they can mitigate those risks in their day-to-day operations.

We guide clients through every step of the legal process, from contract negotiation and drafting to compliance with local regulations. By providing clear, practical advice and helping clients anticipate potential issues, we ensure that they are well-equipped to avoid legal complications. Additionally, our team offers ongoing training and workshops on key legal topics, empowering clients to make informed decisions and minimize risks in their business operations. At La Défense, we are not just legal advisors – we are partners in our clients' long-term success.

