



PAOLA MORALES

Partner



CDMX



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EDUCATION

JD (with honors)
2000, Universidad Iberoamericana,
Mexico.

LL.M International Legal Studies
(Fulbright Student)
2004, Georgetown University Law
Center, USA.

Diploma in North American Law
2001, Universidad Iberoamericana,
Mexico, jointly with Georgetown
University Law Center, USA.

Diploma in Telecommunications
Law
2001, Universidad Iberoamericana,
Mexico.

Certification on Data Privacy and
Technology
2021, Harvard Business School
Online, USA.

Certification as Artificial
Intelligence Compliance Officer
2024, NYCE.

With over 24 years of professional experience, Paola specializes in Telecommunications, Media & Technology (TMT), e-commerce, privacy, and data protection.

Her interest in innovative matters led her to focus on these practice areas, where she advises multiple international clients on implementing their businesses in Mexico, as well as national companies and government entities. She has also conducted transactional and regulatory analyses to implement various investments and business operations in these sectors, including telecommunications, satellite, and streaming service providers; as well as in the media ecosystem, to agencies and advertisers, and also to developers of technological applications and digital platforms.

She has reviewed, negotiated, and drafted terms and conditions, as well as contractual structures for e-commerce operations in Mexico for numerous national and international clients. She is an expert and pioneer in personal data regulation, drafting privacy notices and policies, contracts for the processing of personal data, conducting regulatory compliance analyses, as well as personal data processing mapping and remediation actions. She has also represented several clients in proceedings before the telecommunications and data privacy authorities.

LATEST RECOGNITIONS



CONFERENCES

- + Panelist and moderator at conferences in Mexico and abroad on matters of telecommunications, technology, artificial intelligence and privacy and data protection with the INAI (formerly IFAI), ANADE, the I-Win Committee of the International Technology Law Association, NYSBA, WLG, Terralex, the American Bar Association and Amcham. She served as jury in the "Innovation and Best Practices in the Protection of Data Privacy Contest" organized by the INAI.

ASSOCIATIONS AND AFFILIATIONS

- + International Technology Law Association (Itech Law)
- + Abogadas MX
- + International Association of Privacy Professionals (IAPP)

ADDITIONAL RECOGNITIONS

- + Recognized as one of the most influential lawyers in Mexico by Foro Jurídico magazine in 2022.

LANGUAGES

- + Spanish
- + English

PUBLICATIONS

- + Mexican chapter, Trends & Developments for TMT, Chambers and Partners, 2023.
- + "Metaverse and the Reconstruction of the Current Legal Paradigms", The Patent Lawyer, 2023.
- + Mexican chapter, Telecoms, Media and Internet Laws and Regulations Guide, ICLG, 2022.
- + Mexican chapter, Privacy, Data Protection and Cybersecurity Law Review, Law Business Research.
- + STARTUP LEGAL PLAYBOOK A Quick Reference Guide to International Market Entry for Startups (and Their Lawyers). Para ITECHLaw.
- + Telecommunications articles in multiple publications, including, New York Bar Association - International Chapter News, CNN, El Financiero, Milenio, El Mundo del Abogado, Expansion and Consulting, among others.