David A. Steiger is an attorney, author, and lecturer who has taught on aspects of the global economy and various legal topics for fifteen years.

Steiger was born in Gary, Indiana. His father, Norman, whose formal education ended in the eighth grade to allow him to work on the family farm, rose from the position of deckhand to ship Captain and ultimately Ocean Pilot. His mother, Mary Ann, was a housewife and former ballroom dance instructor. (“The most expensive dance lessons I ever had,” remarked Norman, on how he met his future wife). Norman passed away after a two-year bout with cancer in 1983 but not before giving his teenaged son a coffee mug embossed with the word “Lawyer” on it—a statement of faith that remains a most treasured possession.

Attending Indiana University at Bloomington, Steiger received a bachelor’s degree in political science in 1987 and a Juris Doctor in 1990. After passing the Illinois Bar, he began his professional career as a litigation associate with a Chicago-based law firm. By early 1999, Steiger left private practice to manage complex products liability litigation for the American subsidiary of a global insurance conglomerate.

Pursuing a long-held ambition to teach, Steiger then joined the Adjunct Faculty of DePaul University’s School for New Learning. The success of his debut course, “Global Capitalism,” led to an opportunity to moderate a series of panel discussions on issues in globalization, featuring current and retired Ambassadors to the United Nations. Steiger followed this up by designing and teaching courses to cohorts of native students at the International Bank of Asia in Hong Kong and St. Gabriel’s College in Bangkok, Thailand.

Recognizing that the increasing number of small and medium sized businesses being pulled into the global economy had few resources to guide them, Steiger set out in 2005 to create one for them. Over the next three
years, he logged tens of thousands of miles to visit outsourcing centers in India, met with in-house legal staff in Singapore and developed guanxi with Chinese-based business insiders, while pulling together an impressive roster of experts in order to offer a truly global perspective on doing business overseas. In 2008, ABA Publishing released “The Globalized Lawyer: Secrets to Managing Outsourcing, Joint Ventures and other Cross-Border Transactions,” in which Steiger explained in clear, understandable terms critical methods and cautions related to the negotiation and implementation of cross-border transactions.

Now, with the publication of his second book, Transactions Without Borders: A Client and Lawyers’ Guide to Overseas Operations, Steiger expands his easily accessible explanation of international transactional topics into such critically important areas as anti-corruption compliance, intellectual property and data protection and labor and immigration issues. Targeting an audience of not only transactional attorneys but also the client executives who oversee their work product, this book will prove a useful guide to anyone involved in the planning, negotiation and implementation of an international business operation. In particular, the book is written with an eye towards educating and empowering transactional clients in a world in which the balance of power in their relationship with attorneys is already decidedly shifting in their favor.

A sought-after speaker, Steiger has addressed a variety of audiences, ranging from students at Pepperdine and Notre Dame Schools of Law to annual meetings of the California State and Michigan Bar Associations, and from a local chapter of the American Society of Mechanical Engineers to the International Roundtable at the University of Chicago’s Graham School of Business. He has also contributed to the Chicago Tribune and the nationally syndicated Chicago Public Radio program Worldview.

Still affiliated with the law department of an insurance company with global operations, Steiger lives and works in Chicago, where he continues to pull for the local sports clubs (Let’s Go, Hawks!) when he is not wandering through California wine country.