



FICHA TÉCNICA DE LA ASIGNATURA

Datos de la asignatura	
Nombre completo	Taller sobre negociación y estrategia jurídica / Negotiation and Legal Strategy Clinic
Código	E000001239
Título	Máster Universitario en Derecho Internacional y Europeo de los Negocios (International and European Business Law)
Impartido en	Máster Universitario en Derecho Internacional y Europeo de los Negocios [Primer Curso]
Créditos	1,0 ECTS
Carácter	Obligatoria
Departamento / Área	Máster Universitario en Derecho Internacional y Europeo de los Negocios

Datos del profesorado	
Profesor	
Nombre	Maheta Matteo Molango
Departamento / Área	Centro de Innovación del Derecho (CID - ICADE)
Correo electrónico	mmolango@icade.comillas.edu

DATOS ESPECÍFICOS DE LA ASIGNATURA

Contextualización de la asignatura	
Competencias - Objetivos	
Competencias	
GENERALES	
CG02	Capacidad de comunicación oral y escrita
CG04	Capacidad de resolución de problemas
CG05	Capacidad de toma de decisiones
CG06	Capacidad de trabajo en equipo
CG07	Capacidad de trabajo en un contexto internacional
CG13	Capacidad de negociación
ESPECÍFICAS	



COMILLAS

UNIVERSIDAD PONTIFICIA

ICAI

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CIHS

**GUÍA DOCENTE
2019 - 2020**

CE04	Dominar las principales normas de derecho comunitario y de derecho internacional con relevancia para el desarrollo de negocios internacionales
CE14	Desarrollar habilidades prácticas, especialmente en materia de negociación de contratos y disputas complejas, y de desarrollo de procesos de auditoría legal

BLOQUES TEMÁTICOS Y CONTENIDOS

BIBLIOGRAFÍA Y RECURSOS

METODOLOGÍA DOCENTE

Aspectos metodológicos generales de la asignatura

RESUMEN HORAS DE TRABAJO DEL ALUMNO

HORAS PRESENCIALES
HORAS NO PRESENCIALES
CRÉDITOS ECTS: 1,0 (0 horas)

EVALUACIÓN Y CRITERIOS DE CALIFICACIÓN

En cumplimiento de la normativa vigente en materia de **protección de datos de carácter personal**, le informamos y recordamos que puede consultar los aspectos relativos a privacidad y protección de datos [que ha aceptado en su matrícula](#) entrando en esta web y pulsando "descargar"

[https://servicios.upcomillas.es/sedelectronica/inicio.aspx?csv=02E4557CAA66F4A81663AD10CED66792](https://servicios.upcomillas.es/sedeelectronica/inicio.aspx?csv=02E4557CAA66F4A81663AD10CED66792)

SUBJECT DETAILS

Data on the subject	
Full Name	Negotiation and Legal Strategy Clinic
Code	E000001239
Degree	Postgraduate in Master in International and European Business Law
Year	2019-20
Nature	Fall
ECTS Credits	1
Department	Law
Area	Law
Teaching staff	Maheta Molango

Data on the teaching staff	
Teacher	
Name	Maheta Molango
Department / Area	
e-mail	mmolango@comillas.edu
Telephone	+34 670970992
Tutoring Schedule	Upon request from students

SPECIFIC DATA ON THE SUBJECT

Framework of the subject
Pre-requisites
Basic legal background and basic understanding of practical issues which may arise during a negotiation.
Contribution of the degree to the professional profile
Raising awareness about the critical importance of mastering key negotiation skills as well basic negotiations strategies within the framework of the students professional careers. The students will learn how to plan and implement a negotiation strategy in a business environment adapting the strategy to the specific circumstances of the case and the ultimate goals pursued.

Competences - Goals

Competences to be developed
Generic Competences
<p>GC 2: Ability to communicate orally and in writing</p> <p>GC 4: Problem-solving skills</p> <p>GC 5: Decision-making skills</p> <p>GC 6: Team work skills</p> <p>GC 7: Ability to work in an international context</p> <p>GC 13: Negotiating skills</p>
Specific Competences
<p>SC 14 Developing practical skills, especially in negotiation of contracts and complex disputes, and developing legal audit or due diligence abilities</p>

COURSE SYLLABUS AND CONTENT

Content
Area 1. General background
Theme 1. Types of negotiations
<p>1.1 Why talking about negotiation?</p> <p>1.2 Meaning of negotiation</p> <p>1.3 In-class exercise 1</p>
Theme 2. Four key concepts in negotiation
<p>2.1 Which are the key concepts in negotiation?</p> <p>2.2 In-class analysis and worksheet about best alternatives to a negotiation agreement</p> <p>2.3 In-class analysis and worksheet about reservation price</p> <p>2.4 "Nine steps to a deal"</p>
Theme 3. Negotiation tactics
<p>3.1 Getting off to a good start</p> <p>3.2 Tactics for distributive and integrative negotiations</p>

3.3 In-class exercise 2

Theme 4. Barriers to agreement

4.1 In-class analysis about potential barriers negotiating an agreement

4.2 Improving and overcoming these barriers

Theme 5. Mental errors

5.1 Most common mental errors

5.2 In-class debate about possible solutions

Theme 6. Skill of effective negotiators

6.1 The effective negotiator

6.2 In-class exercise: frequently asked questions

Theme 7. Cross Border negotiations

7.1 In-class debate and case analysis

TEACHING METHODOLOGY

General methodology of the subject

Contact hours methodology: Activities

Highly practical. Students are expected to participate in all class discussions and activities, and be attentive during lectures.

Outside class methodology: Activities

Students are expected to come to class having read the material and having prepared any out of class assignments.

SUMMARY OF STUDENT WORK HOURS

NUMBER OF CONTACT HOURS			
Master classes	Solving practical cases	Work in collaboration	Evaluation
4	4	2	
NUMBER OF INDEPENDENT WORK HOURS			
Solving practical cases		Exam	
10		5	
ECTS CREDITS: 1 (25,00 hours)			

GRADE EVALUATION AND CRITERIA

Evaluation Activities	Indicators	Evaluation weighting
Individual work	Worksheets (to be discussed first class)	20%
Debate	(topics 5, 6 & 7)	20%
Evaluation: exam (final)	- 25% In-class exercise 1 - 25% In-class exercise 2	50%
Attendance	Regular attendance to classes – control by signature of a daily sheet	10%

BIBLIOGRAPHY AND RESOURCES

Basic Bibliography and Resources
<p>TEXT BOOKS</p> <ul style="list-style-type: none"> • <i>Getting to Yes The Secret to Successful Negotiation</i>. Author: Roger Fisher and William Urie. 2003 • <i>Mastering Business Negotiation. A Working Guide to Making Deals and Resolving Conflict</i>. Author: Roy J. Lewicki and Alexander Hiam. Jossey-Bass, 2006 <p>WEBSITES</p> <ul style="list-style-type: none"> • http://www.entrepreneur.com/article/203168 • http://hbr.org/2013/01/negotiating-with-emotion/ar/1