



## TECHNICAL SHEET OF THE SUBJECT

Data of the subject	
Subject name	Management
Subject code	E000009488
Main program	<a href="#">Bachelor's Degree in Law</a>
Involved programs	Grado en Derecho (E-1) [Cuarto Curso]
Credits	3,0 ECTS
Type	Optativa (Grado)
Department	Departamento de Gestión Empresarial
Coordinator	Nicolás Santamaría
Schedule	Consultar a tal efecto los horarios de los diferentes grupos y titulaciones en los que se imparte.
Office hours	Solicitar cita previa por email
Course overview	As its name suggests, Business Management is an introductory subject to Business Administration and Management. In this course you will study what a company is and its core values. Moreover, you will carefully analyze the production subsystem and economic factors of any given business. During the semester, special emphasis on environment, competitors, strategy planning and control will be made in an effort to teach students how to understand business.

Teacher Information	
Teacher	
Name	Nicolás Santamaría Vega
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## SPECIFIC DATA OF THE SUBJECT

Contextualization of the subject
<b>Contribution to the professional profile of the degree</b>
<p>After having taken Business Management, the student will understand the main features of a company, including the reason behind its existence, the role it plays in society, and its organization.</p> <p>He/she should also have a clear understanding of the challenges that the present-day business environment represents for Management and Business Administration.</p>
<b>Prerequisites</b>
None



## Competencias - Objectives

### Competences

#### GENERALES

<b>CGI03</b>	Capacidad de análisis y síntesis. Comprender y estructurar adecuadamente los conocimientos que se adquieren	
	<b>RA1</b>	Comprende y asimila conceptos y razonamientos, extrayendo la información relevante y relacionando adecuadamente las diferentes partes de que puede constar
	<b>RA2</b>	Conecta lo aprendido en el plano teórico con los problemas prácticos que plantea el ejercicio de la profesión
<b>CGI04</b>	Habilidad para la gestión de la información: obtención, análisis y recuperación de información proveniente de fuentes diversas	
	<b>RA1</b>	Utiliza las TIC de forma eficiente para la obtención y gestión de información
	<b>RA2</b>	Conoce y maneja las metodologías y técnicas específicas de recogida y tratamiento de la información en el área de estudio
<b>CGS11</b>	Capacidad de aprender, autonomía en el aprendizaje, aprender a aprender como parte de un proceso permanente	
	<b>RA1</b>	Busca y utiliza adecuadamente los instrumentos que le permitan mejorar su aprendizaje y tener autonomía a la hora de profundizar o ampliar su conocimiento
	<b>RA2</b>	Asimila el aprendizaje como proceso permanente de actualización y mejora que exige estar al día de los cambios

#### ESPECÍFICAS

<b>CEA04</b>	Conocimiento de los principios, conceptos y valores de las distintas áreas de conocimiento	
	<b>RA1</b>	Conoce las principales teorías sobre la empresa y sobre la organización, siendo capaz de explicar y analizar su contribución al conocimiento de la empresa y de su funcionamiento
	<b>RA2</b>	Comprende el significado de la dirección empresarial y de las funciones que integran la actividad directiva
	<b>RA3</b>	Identifica y valora críticamente prácticas de dirección y gestión empresarial significativas en casos reales

## THEMATIC BLOCKS AND CONTENTS

### Contents - Thematic Blocks

**TOPIC 1: The Firm**

**Subject 1: Vision and mission of the firm**



**TOPIC 2: The environment of the enterprise**

**Subject 2: The Internal Audit and Main Functional Areas**

**Subject 3: The External Audit**

**TOPIC 3: Fundamentals of strategy**

**Subject 4: Strategy Design**

**Subject 5: Strategy Implementation**

## BIBLIOGRAPHY AND RESOURCES

### Basic Bibliography

David, F. R., & David, F. R. (2017). Strategic management: Concepts and cases: A competitive advantage approach. Pearson. 16th Edition

### Complementary Bibliography

Management. Robbins y Coulter. Editorial Pearson, 2014.

## TEACHING METHODOLOGY

### General methodological aspects of the subject

#### In-class Methodology: Activities

**AF1. Magister lessons** in which the Professor will present the main concepts in a clear, structured, and motivating way, frequently through the use of audiovisual material.

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**AF2. Classes with Active Participation.** Lectures in which the Professor explains basic concepts and in which students are expected to discuss and debate conflictive or unclear points. The Professor will include dynamic presentations and require students to participate either

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spontaneously or having had previously prepared written answers.

**AF6. Case studies** stemming from a brief Reading by the Professor, which will enable the students to apply the knowledge they have acquired and hone their debate skills. The case studies will be based on a selection of materials specifically geared toward the subject matter,

CGS11

enabling the student to acquire the proper reflexes to both confront and solve problems. Teamwork is suggested.

**AF7. Student presentations.** Presentation and defense of a particular topic. May be either individual or group. Evaluations will be based on conceptual organization, mastery of the subject, clarity, order of the different stages and, in the case of group presentations, active

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collaboration of each of the team members.

### Non-Presential Methodology: Activities

**AF8. Individual study and further documentation** which the student will carry out in order to understand, elaborate and retain material of a scientific nature, enabling him/her to apply it in his/her professional career. Individual reading (bibliography) and notes of all kind (books, magazines, the press, Internet publications, reports...) related to the

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subject material may be used. Students may find related material and documentation on the University website.

**AF11. Academic tutoring** may be carried out either individually or in small groups in order to 1) solve any problems which may have arisen

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during the course and/or 2) observe the student's/student's understanding of the material studied.

**AF12. Theme investigation.** Learning procedure among team members which requires research, cooperation and the sharing of information in order to reach a common goal. Individual goals are met if

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and only if the other team members meet their goals as well.

### SUMMARY STUDENT WORKING HOURS

CLASSROOM HOURS	
Lección Magistral	Clases prácticas
20.00	10.00
NON-PRESENTIAL HOURS	
Estudio y relación de las lecciones magistrales	Preparación de la resolución de los casos prácticos y trabajos dirigidos
20.00	25.00
<b>ECTS CREDITS: 3,0 (75,00 hours)</b>	

### EVALUATION AND CRITERIA

Evaluation activities	Evaluation criteria	Weight
Final Exam	Students should be able to answer clearly and precisely different sorts of questions	50
<b>Evaluation of group business case</b>	Group business case in which will be evaluated the analysis of information, the structure, the speaking presentation and the final reflections on the case	25
	Participation during case studies discussion and	



Evaluation of business cases	analytical and problem-solving skills connected to such case studies.	20
<b>Participation in lectures</b>	Active participation during lectures	5

## Ratings

### ORDINARY CALL

Final grade will be composed of:

- Final exam (50%)
- Continuous evaluation (50%)

### EXTRAORDINARY CALL:

- Students that failed the final examen during the ordinary call: Extraordinary final exam = 50%
- Students that failed the continuous evaluation: Presentation of specific essays assigned by the professor to compensate the gap.
- Student that failed both evaluation parts: Extraordinary final exam (50%) + Individual written essay (30%) + Public defense of the essay (20%)

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<https://servicios.upcomillas.es/sedelectronica/inicio.aspx?csv=02E4557CAA66F4A81663AD10CED66792>