



1. General information

Course: ARGUMENTATION AND STRATEGIC NEGOTIATION**Type:** ELECTIVE**Degree:** 337 - UNDERGRADUATE DEGREE PROGRAMME IN LAW (CR)**Center:** 403 - FACULTY OF LAW AND SOCIAL SCIENCES OF C. REAL**Year:** 4**Main language:** Spanish**Use of additional languages:****Web site:****Code:** 35331**ECTS credits:** 4.5**Academic year:** 2021-22**Group(s):** 20 29**Duration:** C2**Second language:** English**English Friendly:** Y**Bilingual:** N**Lecturer:** JUAN RAMON DE PARAMO ARGUELLES - Group(s): 20 29

Building/Office	Department	Phone number	Email	Office hours
Facultad de Derecho Instituto de Resolución de Conflictos	CIENCIA JURÍDICA Y DERECHO PÚBLICO	3578	juanramon.deparamo@uclm.es	

2. Pre-Requisites

Not established

3. Justification in the curriculum, relation to other subjects and to the profession

Not established

4. Degree competences achieved in this course

Course competences

Code	Description
E01	To become aware of the importance of law as a regulator of social relations.
E08	Work on dialogue, debate, argumentation and the proposal of reasonable solutions in different contexts.
E09	To apply the legal system based on the values and ethical principles of the different legal professions.
E10	Aptitude for negotiation, conciliation, mediation and conflict resolution from a legal perspective.
G03	A correct oral and written communication.
G08	Develop skills in interpersonal relationships, teamwork and leadership skills in work groups.

5. Objectives or Learning Outcomes

Course learning outcomes

Not established.

Additional outcomes

6. Units / Contents

Unit 1:**Unit 2:****Unit 3:****Unit 4:****Unit 5:**

7. Activities, Units/Modules and Methodology

Training Activity	Methodology	Related Competences (only degrees before RD 822/2021)	ECTS	Hours	As	Com	Description
Class Attendance (theory) [ON-SITE]	Lectures	E01 E08 E10	0.88	22	Y	N	
Class Attendance (practical) [ON-SITE]	Problem solving and exercises	E08 E09 E10 G03 G08	0.24	6	Y	N	
Individual tutoring sessions [ON-SITE]	Guided or supervised work	E01 G03 G08	0.15	3.75	Y	N	
Writing of reports or projects [OFF-SITE]	Reading and Analysis of Reviews and Articles	E08 E09 G03 G08	1.3	32.5	Y	Y	
Writing of reports or projects [OFF-SITE]	Assessment tests	E08 E09 G03	1.6	40	Y	Y	
Other off-site activity [OFF-SITE]	Self-study	E10 G03 G08	0.25	6.25	Y	N	
Final test [ON-SITE]	Assessment tests	E01 E08 E09 E10 G03	0.08	2	Y	N	
Total:			4.5	112.5			
Total credits of in-class work: 1.35			Total class time hours: 33.75				

As: Assessable training activity

Com: Training activity of compulsory overcoming (It will be essential to overcome both continuous and non-continuous assessment).

8. Evaluation criteria and Grading System

Evaluation System	Continuous assessment	Non-continuous evaluation*	Description
Final test	70.00%	100.00%	
Assessment of active participation	10.00%	0.00%	
Theoretical papers assessment	20.00%	0.00%	
Total:	100.00%	100.00%	

According to art. 4 of the UCLM Student Evaluation Regulations, it must be provided to students who cannot regularly attend face-to-face training activities the passing of the subject, having the right (art. 12.2) to be globally graded, in 2 annual calls per subject, an ordinary and an extraordinary one (evaluating 100% of the competences).

9. Assignments, course calendar and important dates

Not related to the syllabus/contents	
Hours	hours
Unit 1 (de 5):	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	5
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	1
Individual tutoring sessions [PRESENCIAL][Guided or supervised work]	1
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	8
Writing of reports or projects [AUTÓNOMA][Assessment tests]	7
Other off-site activity [AUTÓNOMA][Self-study]	1.5
Group 10:	
Initial date: 02-02-2022	End date: 16-02-2022
Unit 2 (de 5):	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	4
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	1
Individual tutoring sessions [PRESENCIAL][Guided or supervised work]	1
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	7
Writing of reports or projects [AUTÓNOMA][Assessment tests]	7
Other off-site activity [AUTÓNOMA][Self-study]	1
Group 10:	
Initial date: 17-02-2022	End date: 02-03-2022
Unit 3 (de 5):	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	4
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	2
Individual tutoring sessions [PRESENCIAL][Guided or supervised work]	.25
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	10
Writing of reports or projects [AUTÓNOMA][Assessment tests]	14
Other off-site activity [AUTÓNOMA][Self-study]	2.25
Group 10:	
Initial date: 03-03-2022	End date: 17-03-2022
Unit 4 (de 5):	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	5
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	1
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	6
Writing of reports or projects [AUTÓNOMA][Assessment tests]	7
Other off-site activity [AUTÓNOMA][Self-study]	1
Group 10:	
Initial date: 20-04-2022	End date: 05-05-2022
Unit 5 (de 5):	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	4
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	1
Individual tutoring sessions [PRESENCIAL][Guided or supervised work]	1.5
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	1.5
Writing of reports or projects [AUTÓNOMA][Assessment tests]	5
Other off-site activity [AUTÓNOMA][Self-study]	.5
Final test [PRESENCIAL][Assessment tests]	2
Group 10:	
Initial date: 05-05-2022	End date: 19-05-2022

Global activity	
Activities	hours
Writing of reports or projects [AUTÓNOMA][Reading and Analysis of Reviews and Articles]	32.5
Writing of reports or projects [AUTÓNOMA][Assessment tests]	40
Other off-site activity [AUTÓNOMA][Self-study]	6.25
Final test [PRESENCIAL][Assessment tests]	2
Individual tutoring sessions [PRESENCIAL][Guided or supervised work]	3.75
Class Attendance (theory) [PRESENCIAL][Lectures]	22
Class Attendance (practical) [PRESENCIAL][Problem solving and exercises]	6
Total horas: 112.5	

10. Bibliography and Sources						
Author(s)	Title/Link	Publishing house	Citv	ISBN	Year	Description
AA.VV.	Garantismo	Trotta	Madrid		2005	
Abramovich y Curtis	Los derechos sociales como derechos exigibles	Trotta	Madrid		2002	
Alexy & al.	Derechos sociales y ponderación	Fundación Coloquio Jurídico Europeo	Madrid		2007	
Alexy, R.	El concepto y la validez del Derecho	Gedisa	Barcelona		1994	
Alexy, R.	Teoría de la argumentación jurídica	CEC	Madrid		2002	
Alexy, R.	Teoría de los derechos fundamentales	CEPC	Madrid		2007	
Atienza, M.	Curso de argumentacion jurídica	Trotta			2016	
Axelrod, R.	La evolución de la cooperación	Alianza	Madrid		1986	
Entelman, R.	Teoría de conflictos. Hacia un nuevo paradigma	Gedisa	Barcelona		2002	
Ferrajoli, L.	Derecho y razón	Trotta,	Madrid		1995	
Ferrajoli, L.	Los fundamentos de los derechos fundamentales	Trotta	Madrid		2001	
Ferrajoli, L.	Principia iuris. Teoría del Derecho y de la democracia	Trotta	Madrid		2011	
Fioravanti, M.	Los derechos fundamentales. Apuntes de historia constitucional	Trotta,	Madrid		2011	
Font Barrot, A.	Curso de negociación estratégica	UOC	Barcelona		2008	
Gascón Abellán, Marina	Los hechos en el Derecho. Bases argumentales de la prueba		Madrid		2004	
Gascón y García Figueroa	La argumentación en el Derecho	Palestra	Lima		2003	
Gómez Pomar, J.	Teoría y técnicas de negociación	Ariel	Barcelona		2004	
Laporta	El imperio de la ley	Trotta	Madrid		2007	
Linares, S.	Democracia participativa epistémica	Marcial Pons			2017	
MacCormick, D.N.	Legal Reasoning and Legal Theory	OUP	Oxford		1978	
Marcilla Córdoba, G.	Racionalidad legislativa: crisis de la ley y nueva ciencia de la legislación	CEPC	Madrid		2005	
Nino, Carlos Santiago	La construcción democracia deliberativa	Gedisa	Barcelona		1997	
Perelman, Ch.	La lógica jurídica y la nueva retórica	Civitas	Madrid		1988	
Raiffa, H.	El arte y la ciencia de la negociación	Fondo de Cultura Económica	México		1991	
Sartori, G.	La democracia en 30 lecciones	Taurus	Madrid		2006	
Schelling, Th.	The Strategy of Conflict	Harvard University Press	Cambridge, Mass.		1980	
Taruffo	La prueba de los hechos	Trotta	Madrid		2002	
Turégano Mansilla, I.	Justicia global: los límites del constitucionalismo	Palestra	Lima		2010	
Viehweg, Th.	Tópica y jurisprudencia	Taurus	Madrid		1986	