



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:** 2022-23**Group(s):** 20 29**Duration:** C2**Second language:** English**English Friendly:** Y**Bilingual:** Y**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:****Unit 6:**

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 |
| Total credits of out of class work: 3.15 | Total hours of out of class work: 78.75 |

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 6): | |
| 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: 30-01-2023 | End date: 17-02-2023 |
| Unit 2 (de 6): | |
| 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: 17-02-2023 | End date: 10-03-2023 |
| Unit 3 (de 6): | |
| 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: 13-03-2023 | End date: 31-03-2023 |
| Unit 4 (de 6): | |
| 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: 11-04-2023 | End date: 28-04-2023 |
| Unit 5 (de 6): | |
| 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: 02-05-2023 | | End date: 19-05-2023 |
| Unit 6 (de 6): | | |
| Group 20: | | |
| Initial date: 22-05-2023 | End date: 02-06-2023 | |
| 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 |
| Profesor de la asignatura | Textos incorporados en el Campus Virtual. | | | | | |
| Profesor de la asignatura | Bibliografía complementaria que se añadirá a cada lección del programa. | | | | | |