



UNIVERSIDAD DE CASTILLA - LA MANCHA

GUÍA DOCENTE

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	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

Total credits of out of class work: 3.15

Total hours of out of class work: 78.75

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. 6 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. 13.2) 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	City	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.					