

Academic Year: ( 2019 / 2020 )

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Department assigned to the subject: Private Law Department

Coordinating teacher: RODRIGUEZ DE LAS HERAS BALLELL, TERESA

Type: Electives ECTS Credits : 3.0

Year : Semester :

## OBJECTIVES

Students are expected to gain the following skills, capacities and competences:

- to understand different organizational formula to run a business in the market and to select the most suitable one as per its legal implications.
- to identify key issues in a negotiation, plan a negotiation and draft agreements.
- to identify key assets, consider protection options and devise a protection strategy
- to personalize the company
- to know available option to raise funds and consider financing sources
- to project an expansion model for a business Project

### Skills

Ability to set up a business

Ability to give legal advice to an operating enterprise

Negotiation abilities

### Aptitudes

- regulatory and legal compliance
- management of non-binding rules

## DESCRIPTION OF CONTENTS: PROGRAMME

- 1.- SOLE TRADER AND COMPANY
- 2.- COMPANY, CORPORATION AND PARTNERSHIP
- 3.- BUSINESS ACTIVITY IN THE MARKET: COMPETITION, INNOVATION AND PROTECTION
- 4.- BUSINESS AUXILIARIES AND COLLABORATORS
- 5.- MAIN CONTRACTS FOR BUSINESS
- 6- FINANCING CONTRACTS
- 7.- PAYMENT SERVICES
- 8.- FINANCIAL MARKETS
- 9.- INSOLVENCY

## LEARNING ACTIVITIES AND METHODOLOGY

Both theoretical and practical knowledgements will be gained by students in class. Final grade will include both parts. Along with a final exam representing 50% of the final grade, Students will work in teams in the following graded assignments:

- tailoring corporate structure (Company Law)
- preparing negotiations and drafting investment agreement (Company Law and Contract Law)
- designing key assets protection strategy (IP, Competition, Advertisement)
- settling commercial dispute arising from an international sales of goods

All assignments will be presented or anyhow discussed in class.

Individual tutorials will be available at request

#### ASSESSMENT SYSTEM

<b>% end-of-term-examination/test:</b>	50
<b>% of continuous assessment (assignments, laboratory, practicals...):</b>	50
Final exam: 50%	
Final Business Project: 30%	
Graded assignments: 20%	