

Academic Year: (2020 / 2021)

Review date: 09-07-2020

Department assigned to the subject: Private Law Department

Coordinating teacher: LASTIRI SANTIAGO, MONICA

Type: Compulsory ECTS Credits : 2.0

Year : 1 Semester : 2

OBJECTIVES

BASIC SKILLS

CB6 Possess and acquire knowledge that provides a basis or opportunity to be original in the development and/or application of ideas, often in a research context.

CB7 Make the students able to apply the knowledge acquired, and their ability to solve problems in environments that are new or little known within broader contexts (or multidisciplinary) related to their field of study.

CB8 Make the students able to integrate knowledge and face the complexity of exercising judgment from information that, being incomplete or limited, includes reflections over the social and ethical responsibilities linked to the application of their knowledge and judgments.

CB9 Make the students capable to communicate their conclusions and the knowledge and ultimate reasons that support those conclusions, to a public that may be specialized or non-specialized in a clear and unambiguous manner.

CB10 Make the students possess the learning skills that allow them to continue studying in a way that will, to a great extent, have to be self-directed and autonomous.

GENERAL SKILLS

CG1 Understand the multidisciplinary nature of the legal order and the necessarily interdisciplinary approach to legal problems, especially from an international perspective.

CG2 To integrate, manage, identify, organize and analyze information of a legal nature.

CG3 To formulate critical judgments, evaluate them, and communicate their conclusions in a clear and orderly manner.

CG4 To evaluate the development of personal and collective actions, identifying rigorous and well-finished work, as well as mistakes, making arguments, and proposing alternative solutions to improve processes and outcomes.

CG5 To acknowledge the growing importance of teamwork and show initiative, creativity and sense of responsibility, maintaining a lively interest during the whole process.

CG6 To adapt and blend into different working groups, keeping fluid relationships and communication, respecting ideas and solutions proposed by others with an attitude of cooperation and tolerance, sharing responsibilities and issuing and receiving instructions.

CG7 To develop professional works in interdisciplinary and international teams, with the ability to integrate diverse contributions in diverse and multicultural legal environments, all towards a common goal.

CG8 To acquire an adequate and correct attitude at an international level, especially in the context of legal compliance and the management of conflicts of interest in the negotiation of contracts and their performance, as well as in the dispute resolution stage.

SPECIAL SKILLS

CE1: To be able to draft legal documents in Spanish and English in the context of contract negotiation, the execution of transnational transactions, as well as in international conflictual contexts.

CE2: To understand the different types of conflicts present in every negotiation or dispute resolution activity in the context of international legal practice and to analyse its influence in the development of the legal service to be rendered with regard to the parties involved: businesses, the State, or physical persons.

CE3: To negotiate to resolve and/or avoid situations of legal conflict, which will permit the lawyer to improve the efficiency of its work.

CE4: To be able to deliver a satisfactory outcome for the client when the project requires coordinating schedules and teams in different time zones, cultures and expectations, in order to finish a project consisting in closing a deal, or carrying forward a dispute before different venues.

CE5: To understand and adapt to the legal environment the different stages of a project in a contractual as well as a procedural context: beginning and planning, decision-making, conflict management, and monitoring and control of execution

CE9: Capacity to understand the economic implications of legal decisions, and the financial perspective when evaluating a client or a project.

CE19: Capacity of critical analysis of contractual and procedural documents and legal texts with an international origin for their correct interpretation and execution.

CE20: Capacity to draw common criteria from diverse sources from different legal traditions, and to formulate proposals and positions not based on arguments of authority, but of consistency.

CE22: To develop interpersonal skills, which facilitate the practice of international advocacy in relation with clients and other players, as well as choosing the correct legal strategy for the defense of those clients' interests

LEARNING OUTCOMES FOR THE SUBJECTS:

After taking this course the student will be able to:

-Know the foundations of a proper written and oral advocacy, especially in English, which will be applied to the drafting of contract and procedural documents, and to the legal defense of the clients interests.

-Understanding of the oral and written skills that are more appropriate according to the type of situation in an international environment: negotiation of contract documents and its drafting, drafting of procedural documents, negotiation of agreements, or pleading before courts and arbitral tribunals.

-Understand the different positions that intervene in an international negotiation, with special attention to the different cultural and legal aspects that take place in transnational transactions.

-To apply Project management tools to the affairs that they undertake or participate in.

-To command and understand the importance of the management of costs, human resources and change of scope in the performance of legal services.

DESCRIPTION OF CONTENTS: PROGRAMME

Time, client and Project management

a) Time management

b) Client management

c) Introduction to Legal Project Management. The different profiles of a Legal Project Manager. The stages of a legal issue from an LPM perspective: the coordination of international teams

LEARNING ACTIVITIES AND METHODOLOGY

TEACHING ACTIVITIES BY MATTER

AF2 Practice/Case

AF3 Lecture-plus-practice

AF6 Group work

AF7 Student's individual work

TEACHING METHODOLOGIES BY MATTER

MD1: Lecture in class by the professor aided by computer and audiovisual tools, in which the course's main concepts will be developed, and the main literature will be provided.

MD2: Critical reading of the texts recommended by the course's professor: press articles, reports, manuals and/or academic articles, for their discussion in class, or to expand and consolidate the lessons of the course.

MD3: Resolution of cases, problems, etc, provided by the professor, individually or in group.

MD4: Exposition and discussion in class, moderated by the professor, on topics regarding the contents of the course, as well as practical cases.

MD5: Making of Works and reports individually or in group.

ASSESSMENT SYSTEM

EVALUATION SYSTEMS BY MATTER

SE1 Participation and engagement in class

SE2 Individual or group Works done during the course

SE3 Final exam

SE4 Presentation and public discussion of End of Studies Project

Evaluation systems	Minimum weigh (%)	Maximum weigh (%)
SE1	20%	40%
SE2	40%	50%
SE3	10%	40%

The master in International advocacy is a master's degree that is taught in person. Therefore, students are required to attend all the theoretical and practical classes that the master has programmed. A student may only be absent for no reason from a maximum of 15 per cent of the classroom hours (i.e. not the sessions or days) in each subject. In case of excused absences, the total maximum will be 25%. If the student hold an absence greater than those indicated, a "0" will be computed on the continuous evaluation rating. Likewise, the absences lower than those percentages may be taken into account when it comes to modulate downward the qualification of the continuous evaluation, especially if it includes a participation note.

In the extraordinary call the weight will be: Final examination: 60% and continuous evaluation: 40%.

% end-of-term-examination:	40
% of continuous assessment (assignments, laboratory, practicals...):	60

BASIC BIBLIOGRAPHY

- Douglas B. Richardson y Pamela H. Woldow Legal Project Management in One Hour for Lawyers Paperback Managing Time (HBR 20-Minute Manager Series), Harvard Business Review, 2014
- Fredrik Svärd ¿ Surprises in the billing process are the number one frustration?, Legal Tech. <http://www.legaltech.se/blogg/surprises-in-the-billing-process-are-the-number-one-frustration>, 2016
- Karl Chapman Walking with the new legal giants, River View Law. <http://www.riverviewlaw.com/walking-new-legal-giants/#.VVII8JhAx40.twitter>, May, 2015
- Kenneth Grady Strategies Are Necessary For Survival, Just ask Lawyers, <https://www.linkedin.com/pulse/strategies-necessary-survival-just-ask-lawyers-kenneth-grady>, mayo 2015
- Shawn Dickerson Mixed methodologies: an agile-waterfall union, Association for Project Management. <https://www.apm.org.uk/blog/mixed-methodologies-an-agile-waterfall-union/>, 2015
- Steven B. Levy Legal Project Management: Control Costs, Meet Schedules, Manage Risks, and Maintain Sanity Paperback, CreateSpace Independent Publishing Platform; 1 edition , (December 24, 2009)
- Susan Bokermann Lean Six Sigma Principles Can Be Applied In-House, Bloomberg Law. <https://bol.bna.com/lean-six-sigma-principles-can-be-applied-in-house/>, April, 2015

ADDITIONAL BIBLIOGRAPHY

- John E. Grant The Dawn of the Agile Attorney, Law Practice Today, February, 2015
- Antony Smith Legal Project Management Training, <http://legalprojectmanagement.co.uk>, 2017
- Byron S. Kalogerou, Dennis J. White How Practitioners Can Apply Legal Project Management to M&A: New Tools for New Times, Business Law Today. http://www.americanbar.org/publications/blt/2014/08/02_white.html, 2014
- Chris Johnson, Your Clients Want Alternative Fees: Is Your Firm Ready?, The American Lawyer, 2015
- David A. Ruelf Maximizing Value: Eliminating waste through Legal Process Excellence, <http://epubs.iltanet.org/i/608688-november-2015-business-and-financial-management/11?>, November, 2015
- Jim Hassett, LegalBizDev, and Jonathan Groner Legal Project Management in the Trenches: What Lawyers Are Doing Today to Increase Efficiency, Bloomberg Law. <https://www.bna.com/legal-project-management/>, October, 2011
- Kenneth Grady Learning from TV Show Creators How to Manage Legal Matters, Seyfarth Shaw, 2015
- Stephen Poor Rethink the Practice Essays on Change in the Legal Industry Seyfarth Shaw LLP, Seyfarth Shaw LLP, 2016