



COURSE: ARBITRATION AND NEGOTIATION TECHNIQUES		
POSTDEGREE: UNIVERSITY MASTER IN JURIDIC CONSULTING OF COMPANIES	YEAR: 1	TERM: 2º

WEEKLY PROGRAMMING						
SESSION	DESCRIPTION	GROUP (mark X)	Special romos for session (computer classroom, audio-visual classrrom, etc.)	WEEKLY PROGRAMMING FOR STUDENTS		
		LECTURES		DESCRIPTION	CLASS HOURS	HOMEWORK HOURS
1	Spanish arbitration			Find the recommended bibliography	1.5	
2	International commercial arbitration			Study the explained subject.	1.5	
3	Post arbitration phase: annulation recours			Study the explained subject	1.5	
4	Applicable law			Study the explained subject	1.5	
5	Post arbitration phase: recognition and <i>exequátur</i> of awards arbitral foreign			Study the explained subject	1.5	
6	Practical cases about annulation recours			Solve practical cases	1.5	
7	Practical cases about recognition and <i>exequátur</i>			Solve practical cases	1.5	



NEGOTIATION TECHNIQUES

SESSION 1	SESSION 2	SESSION 3	SESSION 4	SESSION 5	SESSION 6	SESSION 7
-Subject presentation -Conflict management styles. Thomas-Kilmann test	-Introduction to negotiation - Harvard Model of negotiation: key concepts in negotiation and seven elements of effective negotiations -Communication: active listening and assertiveness. Verbal and non-verbal communication	-Practical exercise 1: preparation and role-play	-Strategies for negotiation. Integrative negotiation. - Negotiation process -Physical environment in negotiation	-Practical exercise 2: preparation and role-play	-Difficult negotiations: difficult situations in negotiation: "nightmare negotiation techniques". - Introduction to Collaborative Law	-Practical exercise 3: preparation and role-play