

UNPLUGGED II

Bachelor of Laws LLB [2504110] SEP-2023 U2-NLL.1.M.A

Area Dispute Resolution and Legal Practice

Number of sessions: 15

Academic year: 23-24

Degree course: FIRST

Number of credits: 3.0

Semester: 2º

Category: COMPULSORY

Language: English

Professor: **JAVIER GREGORIO HERNANDEZ CEBRIAN**

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“Enthusiastic and involved in everything I do. I enjoy learning every day with my students and inspiring them to look to the future in a positive way”

Javier Hernández, economist with more than 25 years of experience in large multinational companies in marketing, specialty mass market, media advertising (Television), digital, branding and communication. He has been Marketing & Communication Director at ORANGE (SPAIN), Marketing Director at TVE (Spanish Public Tv), Business Director at PARAMOUNT CHANNEL, Marketing Communication Director at MICHELIN, different staff positions at MEDIASET/ PUBLIESPAÑA and other companies like CILE, HENKEL and 3M. He graduated in Economic and Business Sciences (BBA) at the Complutense University of Madrid. Currently he is associate consultant at the Madrid base branding agency Razonable. He is also a professor at the Master in PR & Events and the Master in Trade Marketing and e-commerce at CEU University.

I am an Adjunct Professor of Marketing, Communication Skills, co-director of the Social Lab and Advisor for more than 6 years at IE University. I love teaching my students and learning from them. I hope you will give me the opportunity to have a good time this course with you.

Office Hours

Office hours will be on request. Please contact at:

E-mail: jhernandezc@faculty.ie.edu

Professor: **PATRICIA GARCIA RODRIGUEZ**

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Patricia Garcia Rodriguez Esq

Patricia Garcia Rodriguez Esq. practiced Corporate Law and International Law in both Spain and with the United Nations in New York City. Patricia Garcia Rodriguez worked as Legal Policy Analyst at the United Nations from 2013 to 2016. She advised and negotiated with Governments and international groups of companies in complying with all aspects of the Business and Human Rights Agenda, and in implementing international labor standards in the workplace. Patricia also worked in development issues with a focus in social justice and gender equality in Latin American Countries. Patricia joined A Better Balance in 2016 in New York City – a Pro Bono Law Firm that is dedicated to fighting for the advancement of worker’s rights with a focus on discrimination representing clients before the NYCCHR and settling cases on behalf of workers. In addition, Patricia Garcia Rodriguez holds the role of Manager of Probono partnerships running the Latina Justice Programme and working very closely with Goldman Sachs, Jones Day LLC, Outten and Golden LLC and others in those partnerships. Patricia assisted to international summits and conferences worldwide, being participant at the third Global Sustainability Summit in Madrid and the Colloquium on Policy, Law, Contracts, and Sustainable Investments, Institute for Human Rights and Business in New York. Patricia is currently working with the Chamber of Commerce of Chile in an international commercial arbitration for a multinational company. She is head of the Legal Department of WeTravel Hub, a disruptive technology company. She also teaches at Nyenrode University in the Netherlands and CEDEP in Fountainblue, France.

Patricia Garcia Rodriguez earned both her Spanish dual Law and Business Administration degree in Madrid, and her LL.M in International Legal Studies from New York University. Before working for the UN, she worked as an Associate Attorney from 2008-2012, with one of the top 10 law firms in Europe. Patricia is a member of the Madrid Bar Association and she is admitted to practice in New York State.

Office Hours

Office hours will be on request. Please contact at:

reach out to me at pgarcia@faculty.ie.edu anytime

SUBJECT DESCRIPTION

Communication course aims to help students improve the impact of their messages. The course is based in two parts. First part is devoted to the idea of the oral communication skills needed to make a powerful message: language and verbal & non verbal elements, assertiveness, empathy and emotional control. These elements contribute to the final goal of every interpersonal communication which is persuasion.

The second part is devoted to written communication. An effective lawyer must know how to be persuasive in written messages, memos, reports etc. as well. At the end of the course, the student will have a tool kit either in oral and written messages in order to engage an audience and to be persuasive. Persuasion appears as the main objective of the lawyer: how to convince to others will be the core part of this course.

LEARNING OBJECTIVES

1. To understand the importance of communication in legal practice
2. To understand the core dimensions of communication: language (verbal and non verbal), assertivity, empathy and emotional control
3. To practice those dimensions either in oral and written communication
4. To understand how to engage an audience and become persuasive.

TEACHING METHODOLOGY

The methodology is based in the case method and students are supposed to participate actively in each one of the sessions. We can distinguish the following methodologic concepts:

- Readings and discussion about them in the class with peers and Professor
- Oral presentations
- Appropriated debates in groups about questions related to communication
- Debates about films and series
- Writing cases based in legal practice Individual work

Learning Activity	Weighting	Estimated time a student should dedicate to prepare for and participate in
Lectures	28.0 %	21.0 hours
Discussions	37.33 %	28.0 hours
Exercises in class, Asynchronous sessions, Field Work	16.67 %	12.5 hours
Group work	6.67 %	5.0 hours
Individual studying	11.33 %	8.5 hours
TOTAL	100.0 %	75.0 hours

PROGRAM

SESSION 1 (LIVE IN-PERSON)

Introduction to the course. The importance of powerful communication. Trust. Like. Believe.

Practical exercise. Holding the stage

SESSION 2 (LIVE IN-PERSON)

The importance of NON-VERBAL COMMUNICATION. Albert Mehrabian and his 93%.

It's not just WHAT you say that has an impact but HOW you say it. Practical exercises on voice and body language.

Practical exercise: Nixon and Kennedy debate.

SESSION 3 (LIVE IN-PERSON)

Connection between YOU, YOUR AUDIENCE and YOUR MESSAGE.

Actions. A technique to analyze what you want to say with clear intentions. Clarity and coherence in your speech.

Practical exercise

SESSION 4 (LIVE IN-PERSON)

The HOOK: how to handle the first two minutes of a presentation. Engaging the audience. Energy and connection. Getting your audience involved right from the start.

Practical exercise

SESSION 5 (LIVE IN-PERSON)

Metaphor.

Powerful words and images.

Practical exercise

SESSION 6 (LIVE IN-PERSON)

Make your audience care. Get them emotionally involved.

Storytelling & Ted Talk(What makes them powerful)

Practical exercise: Writing and performing Ted Talks

SESSION 7 (LIVE IN-PERSON)

Student presentations and peer evaluations (Story Telling- 3 minutes)

SESSION 8 (LIVE IN-PERSON)

Ted Talks.

Analysis and discussion of the most powerful and most quoted TED TALKS. What makes them powerful.

Writing and performing Ted Talks.

SESSION 9 (LIVE IN-PERSON)

Discover how to listening with attention

1. Pair up
2. Discuss a situation when listening with attention is difficult for you
3. Let's demo
4. Let's discuss listening with attention

Multimedia Material: Video: Top 10 Logical Fallacies (Will be Provided)

Multimedia Material: Video: For the hungry hearts: Critical thinking for better judgment and decision making (LL) (LinkedIn)

SESSION 10 (LIVE IN-PERSON)

Ctd. Work in pairs (A/B) to practice summarizing

Pick one of the controversial statements you agree or disagree on

- A speaks/B listens and summarize
- B speaks/A listens and summarize The statements:

If clients are rude to a lawyer, it makes sense that the lawyer will also respond irritated or angry
Lawyers who break traffic rules should get disbarred
Junior Lawyers always come up with excuses for submitting assignments late

SESSION 11 (LIVE IN-PERSON)

WRITTEN COMUNICATION EXERCISE

Article: Influencing others (LL course) (LinkedIn)

SESSION 12 (LIVE IN-PERSON)

WRITTEN COMUNICATION EXERCISE. Analysis of a share LOI and sale and purchase agreement (SPA) of a lot in Costa Rica (II). The class will be divided into two groups (one seller; one buyer). Each group will prepare an outline of its arguments to defend its position in relation to the main topics.

Interactive class. Professor will assist.

SESSION 13 (LIVE IN-PERSON)

WRITTEN COMUNICATION EXERCISE Settlement agreement exercise

This process usually involves dividing the class up into teams of two, prework preparing drafting setting.

Materials will be distributed.

SESSION 14 (LIVE IN-PERSON)

CTd previous WRITTEN COMUNICATION EXERCISE

SESSION 15 (LIVE IN-PERSON)

Final exam

EVALUATION CRITERIA

criteria	percentage	Learning Objectives	Comments
Final Exam	10 %		
Individual presentation	10 %		
Individual work	40 %		
Class Participation	40 %		

RE-SIT / RE-TAKE POLICY

BIBLIOGRAPHY

Compulsory

- Dan and Chip Heath.. *MADE TO STICK*. Arrow Books. ISBN 9780099505693

(Printed)

- Andy Craig and Dave Yewman. *WEEKEND LANGUAGE*. Dash Consulting. ISBN 9780988595613 (Printed)

- Chris Anderson.. *TED TALKS*. Houghton Mifflin Harcourt. ISBN 9781328710284 (Printed)

- Alexander Todorov. *FACE VALUE: THE IRRESISTIBLE INFLUENCE OF FIRST IMPRESSIONS*. First Princeton University Press.. ISBN 9780691167497 (Printed)

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