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<th>COURSE</th>
<th>INSTRUCTOR</th>
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<td>STRATEGIC MANAGEMENT</td>
<td>PEÑA, Enrique</td>
<td>10</td>
<td>900</td>
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<td>This course intends to provide a general view of what constitutes managerial phenomena and how to strategically analyze them but most of all to show what makes a sustainable competitive advantage. All this will be approached from the top management’s perspective. For this we will cover some of the most famous and universal strategic theories, models and tools which we will apply to real business situations and with which we will seek to solve complex issues.</td>
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<tr>
<td>FINANCIAL MANAGEMENT</td>
<td>TAPIA, Carlos</td>
<td>10</td>
<td>900</td>
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<td>This course is an introduction to the main concepts and issues in modern financial management. After a brief introduction to corporate finance and financial markets, we will concentrate on the two main decisions financial managers face every day: capital budgeting and capital structure decisions. In other words, what the firm “does” with the money and where the firm “gets” the money from.</td>
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<tr>
<td>INTERNATIONAL CONTRACTS</td>
<td>MUÑOZ, Javier</td>
<td>15</td>
<td>1350</td>
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<td>A problem-solving approach to contracts used in international transactions, including formation, drafting of certain clauses or complete agreements, recitals, terms and conditions, choice of law and jurisdiction, term and termination, preliminary dealings. Nominate and innominate contracts examined include agency, leasing, personal and real guaranties, transfers of technology, sales and joint ventures. Each such contract will be studied by means of a practical case, in which students must identify and resolve the issues arising under the contractual relationship at hand.</td>
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<td>INTERNATIONAL ARBITRATION</td>
<td>RODRIGUEZ-SASTRE, Iñigo</td>
<td>10</td>
<td>900</td>
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<td>The course will study Spanish statute law and international treaties on arbitration, with an overview of international arbitration practice, arbitration clauses, types of arbitration and arbitral entities, ad hoc arbitration, choice of arbitrators, arbitration pleadings, hearings and procedure, evidence, involvement of courts, arbitral awards and their enforcement, recovery of costs.</td>
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COMPETITION LAW
Instructor: JIMENEZ LA IGLESIA, José Maria

Antitrust policy is the most efficient and impersonal system for the social control of the market. It is based in the perception of market failures against a model of perfect competition. Antitrust law is a complex legal system directed to achieve a public interest, the existence of effective or workable competition in a given market. The law seeks to do this by a combination of prohibitions and prevention, of repression and procedures to supervise future conduct and to examine structure of a given market. The application of the rules is based in indeterminate legal terms ("restriction", "effect", "dominance", "control") and the consideration, in the proper context, of the economic foundation of a given case. The law therefore is case specific and with little clear bright lines. Antitrust law is expansive because market economy is a global factor: all sectors, all markets, all corporations are affected by the ever increasing reach of antitrust law.

INTRO TO CHINESE LAW
Instructor: PALACIOS, Domingos & ARTACHO, Alejandro

China is now among the first world economic powers and has become a key market for European companies especially after the entry of China in WTO. Paradoxically, the country is still under a socialist regime, with a strong political government. Chinese society is changing very fast and this evolution is deeply affecting the legal system. Economic and social dynamics contrast with the realization of a “socialist rule of law” and with traditional Chinese beliefs about law and institutions. The move from the "factory" of the world to the "shopping centre" of the world in a single decade poses exciting challenges to all Chinese stakeholders. In this course of 15 sessions, we will try to address the main problems that the Chinese legal system is facing, with special emphasis on the establishment of foreign companies and the perspective of doing business in China.

VENTURE LAW CLINIC (Optional)
Instructor: TOURIÑO, Alejandro

The “Venture Law Clinic” course will help students to understand and provide real legal assistance to start-ups chosen from IE Venture Lab. The course shall help students in giving real legal advice to start-ups. Students shall prepare and attend meetings, carry out research and think about the legal elements of the business plan that the start-ups put forward. In order to understand of what is really required by clients, students shall act as legal advisors with the main goal of gaining skills in understanding client engagement and management. The course shall also provide the necessary legal instruments to students who want to gain corporate and intellectual property skills to advise to early stage start-up companies. Students shall gain an in-depth understanding of the incentive structures that drive businesses outside of and in addition to the law; learning how to provide high quality legal services to clients from this environment. Students shall identify issues, and engage in legal research, and solve typical problems with clients. In addition, students shall produce and discuss drafts, agreements and legal documents at the classroom.
EU LAW II
Instructor: TORRE DE LA SILVA, Victor
Sessions: 10
Minutes: 900

This course is intended to equip students with the tools they need to work in any substantive area of the ever-increasing panorama of European Union law. The course is divided into three main modules, the first of which covers institutional aspects of the European Union, the second dealing with the various appeals available under the EU judicial system, and the third with constitutional principles underlying the European Union.

INTERNATIONAL INTELLECTUAL PROPERTY LAW
Instructor: FERNANDEZ-LASQUETTY QUINTANA; Javier
Sessions: 10
Minutes: 900

Using a hands-on approach, we will analyse the most important practical aspects that a company’s legal advisor must bear in mind in relation to Intellectual Property in an international environment. There will be three main areas of study: (i) Distinctive signs, (ii) Inventions (iii) Copyright. Students will be provided with some introductory documents, that will complement the legal texts that students must study at home. The combination of these documents and private study will enable students to solve practical cases, following the instructions given with each case. Each case will be discussed in class in order to review legislation, explain the practical aspects of the subject and clear up any doubts that may have arisen.

NEGOTIATION
Instructor: VERGARA JAAKKOLA, CONSTANZA
Sessions: 10
Minutes: 900

Perfection of participants’ knowledge in the area of negotiation, by combining theoretical instruction and practical exercises, as well as practice and development of negotiation capabilities and skills. This program has been designed so that participants may learn the “art of negotiation” as an effective tool that they will be able to use throughout their professional careers and personal lives. Using the method developed by the Center for Negotiation and Mediation at Instituto de Empresa, this program is intended to improve participants’ negotiating effectiveness by participating in relevant practical cases and by discussing these cases with instructors. At the end of the program, the participants will understand how to prepare for negotiations, how to achieve objectives more effectively, how not to hurt others in the negotiation process, and how to make agreements that are later carried out.

INTERNATIONAL PUBLIC LAW
Instructor: RIPOL, Santiago
Sessions: 10
Minutes: 900

This general course in public and private international law aims to provide students with a good understanding of the legal rules that govern relations among states, traditional international organizations, and international players. Special attention will be given to the emergence of private actors in the global arena. The use of in class simulations will foment the understanding of rules and procedures in an international environment.