### Cross Border Mergers & Acquisitions
**Instructor:** AMERO, Coloma  
**Sessions:** 15  
**Minutes:** 1350

This course will help students gain a deeper understanding of the M&A practice and process, and provide a broad perspective on how to deal with an M&A transaction. The course will cover the sale and purchase of privately held businesses, with special focus on cross border deals, but not of listed company take-overs. Going through the M&A cycle we will discuss, cases, relevant documents, the role of a lawyer in M&A deals, how services are engaged, what other type of professionals could be involved in an M&A team, how to structure the transaction, while taking into consideration tax, labor, anti-trust, regulatory and other issues, what are the different processes for selling a business (bilateral deals/auctions), who may be the buyer (strategic buyer, private equity, managers, etc...), and the different phases of negotiation. In this last section, we will start with the Preliminary Negotiations, in which an agreement in general terms is reached, using a Letter of Intent or a Memorandum of Understanding and will wrap-up with the Signing of the Sale & Purchase Agreement and the Closing of the Transaction.

### Behavioural Decision Making
**Instructor:** JAIN, Kriti  
**Sessions:** 10  
**Minutes:** 900

This course focuses on the psychology of decision making. We make several important decisions in our everyday lives. And, you as law professionals, will have to make judgments and inferences about others’ behaviours and decisions as well. Like most other people, you rely heavily (perhaps unknowingly) on intuition in making decisions. As we will discover in the course, there are many advantages to intuition. Relying on “gut-feel” and “rules of thumb” is quite advantageous in several situations. These heuristics are spontaneous, fast, and easy. However, often times, they can also lead to big mistakes and there are several examples of real-world decisions that have gone bad.

The course will introduce various ways in which we can fall into these decision traps. We will draw together cutting-edge knowledge from psychology, economics, law, political science, and management, among other fields to study several inter-related themes. We will see how information is perceived and processed and how memory plays a role in storing and retrieving this information. We will study risk and probability, how we make inferences, and how we make choices. Finally, we will also look at the role of social influence, group pressures, and situational factors. By the end of the course, students would be able to appreciate why people behave the way they do and what can be done to avoid such decision traps.

### Global Corporate Compliance
**Instructor:** HERNANDEZ, Maria  
**Sessions:** 10  
**Minutes:** 900

The course will immerse students in the basics of corporate compliance in the international environment. The course focuses both on a legislative approach to Compliance by studying the main international provisions (Foreign Practice Act USA, UK Bribery Act, Spanish Criminal Code) and on a practical approach by analysing the settlements that major Corporate players have reached with the Department of Justice, Securities Exchange Commission or local Courts. Students will learn how to implement an effective compliance program (risk analysis, training & communication, policies & procedures, due diligence on third parties, monitoring) from a very practical approach in order to defend the corporations from criminal liability deriving from the acts of its employees or third parties (fraud, corruption...).
ENVIRONMENTAL TRANSNATIONAL LAW
Instructor: DE CENDRA, Javier

Sessions: 10
Minutes: 900

To be provided.

PROFESSIONAL EXPERIENCE WEEKS

Sessions: 30
Minutes: 2700

Professional Experience Weeks is a two week experiential learning program where students work inside international law and consulting firms in Madrid, solving real problems as guided by a firm partner or manager. The project, from inception to final report, will last for two weeks. The goal is for students to work in teams and use the tools that have been acquired during the program in resolving case work. This experience offers students the opportunity to assume the role of attorney in an international firm. The cases focus on a complex and current problems, reflecting the type of work with which lawyers regularly engage at the firm. Students work exclusively on the particular case, or cases, during the two weeks of the program.