



Information about the subject

Degree: Bachelor of Science Degree in Criminology

Faculty: Faculty of Legal, Economic and Social Sciences

Code: 1302003 **Name:** Communication and Negotiation

Credits: 6,00 **ECTS** **Year:** The course is not offered this academic year **Semester:** 0

Module: Elective itineraries

Subject Matter: Psycho-social and private security itinerary **Type:** Elective

Department: -

Type of learning: Classroom-based learning

Languages in which it is taught:

Lecturer/-s:



Module organization

Elective itineraries

Subject Matter	ECTS	Subject	ECTS	Year/semester
Technical-legal itinerary	60,00	Applied Statistics	6,00	This elective is not offered in the academic year 23/24
		Directive and Negotiation Skills	6,00	This elective is not offered in the academic year 23/24
		Economic Crimes	6,00	This elective is not offered in the academic year 23/24
		Environmental Criminology	6,00	This elective is not offered in the academic year 23/24
		Human Resources and Occupational Hazards	6,00	4/2
		Judicial Police	6,00	This elective is not offered in the academic year 23/24
		Medical Law and Healthcare Legislation	6,00	This elective is not offered in the academic year 23/24
		Research Techniques for Missing Individuals	6,00	4/2



Technical-legal itinerary		-Road Safety. Factors of Accident Rate. Investigation and Prevention of Accidents	6,00	This elective is not offered in the academic year 23/24
		Technological Crimes	6,00	This elective is not offered in the academic year 23/24
Medical and calligraphic expertise itinerary	54,00	Arsons and Criminal Investigation	6,00	This elective is not offered in the academic year 23/24
		Documentoscopy. Calligraphic Expertise	6,00	This elective is not offered in the academic year 23/24
		Expert Intervention. Criminological Report	6,00	4/1
		Legal Medicine in the Workplace	6,00	This elective is not offered in the academic year 23/24
		Medical and Surgical Physiopathology	6,00	This elective is not offered in the academic year 23/24
		Physical damage	6,00	This elective is not offered in the academic year 23/24
		Thanatology	6,00	This elective is not offered in the academic year 23/24
		Toxicology and Drug Dependence	6,00	This elective is not offered in the academic year 23/24



Psycho-social and private security itinerary	72,00	Communication and Negotiation	6,00	This elective is not offered in the academic year 23/24
		Direction and Management of Security Businesses	6,00	This elective is not offered in the academic year 23/24
		Discrimination and Gender Violence	6,00	This elective is not offered in the academic year 23/24
		Forensic Anthropology	6,00	This elective is not offered in the academic year 23/24
		Forensic Paediatrics	6,00	This elective is not offered in the academic year 23/24
		Pedagogy	6,00	This elective is not offered in the academic year 23/24
		Planning and Management of Security. Techniques and Tools	6,00	4/2
		Psychography	6,00	This elective is not offered in the academic year 23/24
		Psychology of Testimony	6,00	4/2
		Risk Analysis. Project of Comprehensive Safety	6,00	4/1



Psycho-social and private security itinerary	Social Intervention Networks and Situational Prevention	6,00	This elective is not offered in the academic year 23/24
	Social Work	6,00	This elective is not offered in the academic year 23/24

Learning outcomes

At the end of the course, the student must be able to prove that he/she has acquired the following learning outcomes:

- R1 Learning the basics of oral communication and understanding the importance of language.
- R2 Knowledge of the determinants of non-verbal communication and the use of body language.
- R3 Understanding the role that listening skills play in communication processes.
- R4 Developing skills for effective communication.
- R5 Acquiring and mastering the techniques of persuasion that are commonly used to influence large and small audiences.
- R6 Acquiring a good command of the norms and rules of scientific work: search and management of bibliography, writing and presentation of monographic works and research reports.
- R7 Knowledge of the scientific methodology of psychological theories on persuasion.



Competencies

Depending on the learning outcomes, the competencies to which the subject contributes are
(please score from 1 to 4, being 4 the highest score):

Weighting				
1	2	3	4	



Assessment system for the acquisition of competencies and grading system

In-class teaching

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3, R4, R5, R6, R7	40,00%	Analysis and resolution of case studies.
R1, R2, R3, R4, R5, R6, R7	40,00%	Attendance and participation in class.
R1, R2, R3, R4, R5, R6, R7	20,00%	Exam or objective test to measure obtained competences.

Observations

Online teaching

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3, R4, R5, R6, R7	20,00%	Final test and/or final work
R1, R2, R3, R4, R5, R6, R7	40,00%	Participation in programmed activities
R1, R2, R3, R4, R5, R6, R7	40,00%	Presentation of works and projects

Observations

MENTION OF DISTINCTION:

According to Article 22 of the Regulations governing the Evaluation and Qualification of UCV Courses, the mention of "Distinction of Honor" may be awarded by the professor responsible for the course to students who have obtained, at least, the qualification of 9 over 10 ("Sobresaliente"). The number of "Distinction of Honor" mentions that may be awarded may not exceed five percent of the number of students included in the same official record, unless this number is lower than 20, in which case only one "Distinction of Honor" may be awarded.



Learning activities

The following methodologies will be used so that the students can achieve the learning outcomes of the subject:

- M1 Presentation of contents by the teacher, analysis of competencies, explanation and demonstration of abilities, skills and knowledge in the classroom.
- M2 Specific instructions about group and individual assignments for each topic.
- M3 Group work sessions supervised by the teacher. Study of legal cases, both real and fictitious, analysis, diagnosis, problems, field study, computer room, visits, data search, libraries, network, Internet, etc. Significant construction of knowledge through student interaction and activity. Critical analysis on values and social commitment.
- M4 Application of interdisciplinary knowledge.
- M5 Supervised monographic sessions with shared participation
- M6 Personalized attention and in small groups. Period of instruction and/or orientation carried out by a tutor with the objective of reviewing and discussing the materials and topics presented in the classes, seminars, readings, completion of assignments, etc.
- M7 Set of oral and/or written tests used in the initial, formative or summative evaluation of the student.
- M8 Group preparation of readings, assumptions and problem -olving to present, discuss or deliver in class or tutorial.
- M9 Student's study: Individual reading preparation, case studies, jurisprudence. Writings and papers to be presented or delivered in the classes or tutorials.
- M17 Expository Method /Master Class
- M18 Exercise and problem solving
- M19 Case method
- M20 Course works and tasks



- M21 Project-oriented learning
- M22 Guided Practice through debates, resolution of problems and exercises in the virtual classroom.



IN-CLASS LEARNING

IN-CLASS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
In-person class M1	R1, R2, R3, R4, R5, R6, R7	20,00	0,80
Practical class M3	R1, R2, R3, R4, R5, R6, R7	25,00	1,00
Seminar M5	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
Group work presentation M4	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Tutorial M6	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Evaluation M7	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
TOTAL		60,00	2,40

LEARNING ACTIVITIES OF AUTONOMOUS WORK

	LEARNING OUTCOMES	HOURS	ECTS
Group work M8	R1, R2, R3, R4, R5, R6, R7	30,00	1,20
Individual work M9	R1, R2, R3, R4, R5, R6, R7	60,00	2,40
TOTAL		90,00	3,60



ON-LINE LEARNING

SYNCHRONOUS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
Master Class M17	R1, R2, R3, R4, R5, R6, R7	15,00	0,60
Practical activity M19	R1, R2, R3, R4, R5, R6, R7	25,00	1,00
Tutorial M22	R1, R2, R3, R4, R5, R6, R7	10,00	0,40
TOTAL		50,00	2,00

ASYNCHRONOUS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
Individual or group work of students M20	R1, R2, R3, R4, R5, R6, R7	90,00	3,60
Activities through virtual resources M22	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
Access and research on complementary contents M21	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Individual study M19	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
TOTAL		100,00	4,00



Description of the contents

Description of the necessary contents to acquire the learning outcomes.

Theoretical contents:

Content block	Contents
LA NEGOCIACIÓN	Introducción. Definición y características de la negociación. Psicología del conflicto y la negociación. Tipos de negociación, negociación colaborativa. Métodos de negociación, técnicas de elección del espacio físico adecuado, preparación de la negociación. Actitud y comportamiento durante la negociación. Métodos de Persuasión. Aspectos criminológicos de la negociación

Temporary organization of learning:

Block of content	Number of sessions	Hours
LA NEGOCIACIÓN	30,00	60,00

References