310099 - Communication and Negotiation

Coordinating unit: 310 - EPSEB - Barcelona School of Building Construction
Teaching unit: 732 - OE - Department of Management
Academic year: 2017
Degree: BACHELOR'S DEGREE IN ARCHITECTURAL TECHNOLOGY AND BUILDING CONSTRUCTION (Syllabus 2015). (Teaching unit Optional) BACHELOR'S DEGREE IN BUILDING CONSTRUCTION SCIENCE AND TECHNOLOGY (Syllabus 2009). (Teaching unit Optional)
ECTS credits: 3 Teaching languages: Catalan, Spanish

Teaching staff
Coordinator: jordi vilajosana

Degree competences to which the subject contributes

Transversal:
01 EIN N2. ENTREPRENEURSHIP AND INNOVATION - Level 2. Taking initiatives that give rise to opportunities and to new products and solutions, doing so with a vision of process implementation and market understanding, and involving others in projects that have to be carried out.
02 SCS. SUSTAINABILITY AND SOCIAL COMMITMENT. Being aware of and understanding the complexity of social and economic phenomena that characterize the welfare society. Having the ability to relate welfare to globalization and sustainability. Being able to make a balanced use of techniques, technology, the economy and sustainability.
05 TEQ. TEAMWORK. Being able to work as a team player, either as a member or as a leader. Contributing to projects pragmatically and responsibly, by reaching commitments in accordance to the resources that are available.
04 COE. EFFICIENT ORAL AND WRITTEN COMMUNICATION. Communicating verbally and in writing about learning outcomes, thought-building and decision-making. Taking part in debates about issues related to the own field of specialization.
05 TEQ N3. TEAMWORK - Level 3. Managing and making work groups effective. Resolving possible conflicts, valuing working with others, assessing the effectiveness of a team and presenting the final results.
06 URI N1. EFFECTIVE USE OF INFORMATION RESOURCES - Level 1. Identifying information needs. Using collections, premises and services that are available for designing and executing simple searches that are suited to the topic.

Learning objectives of the subject
310099 - Communication and Negotiation

Study load

<table>
<thead>
<tr>
<th>Total learning time: 75h</th>
<th>Hours large group: 12h</th>
<th>16.00%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hours medium group: 9h</td>
<td>12.00%</td>
<td></td>
</tr>
<tr>
<td>Hours small group: 9h</td>
<td>12.00%</td>
<td></td>
</tr>
<tr>
<td>Guided activities: 0h</td>
<td>0.00%</td>
<td></td>
</tr>
<tr>
<td>Self study: 45h</td>
<td>60.00%</td>
<td></td>
</tr>
</tbody>
</table>

Content

**Title English**

**Learning time:** 32h
- Theory classes: 12h
- Self study: 20h

**Description:**
content english

**Title English**

**Learning time:** 32h
- Theory classes: 12h
- Self study: 20h

**Description:**
content english

**Title English**

**Learning time:** 11h
- Theory classes: 6h
- Self study: 5h

**Description:**
content english

Bibliography

**Basic:**

