

Course guide

205055 - 205055 - Project Management: Key Agreements and Deals

Last modified: 11/04/2025

Unit in charge: Terrassa School of Industrial, Aerospace and Audiovisual Engineering
Teaching unit: 758 - EPC - Department of Project and Construction Engineering.

Degree: MASTER'S DEGREE IN INDUSTRIAL ENGINEERING (Syllabus 2013). (Optional subject).
MASTER'S DEGREE IN AERONAUTICAL ENGINEERING (Syllabus 2014). (Optional subject).
MASTER'S DEGREE IN SPACE AND AERONAUTICAL ENGINEERING (Syllabus 2016). (Optional subject).
MASTER'S DEGREE IN INDUSTRIAL ENGINEERING (Syllabus 2025). (Optional subject).

Academic year: 2025 **ECTS Credits:** 3.0 **Languages:** English

LECTURER

Coordinating lecturer: Gonçalves Ageitos, Maria

Others: Cusido Roura, Jordi

TEACHING METHODOLOGY

The teaching methodology will include:

- *Lectures done by the professor
- *Invited lectures
- *Home readings
- *Exercises

LEARNING OBJECTIVES OF THE SUBJECT

The course Key Agreements & Deals (KAD) aims to introduce students in the basic knowledge of main contracts that might appear in a professional activity.

STUDY LOAD

Type	Hours	Percentage
Self study	48,0	64.00
Hours large group	27,0	36.00

Total learning time: 75 h

CONTENTS

Module 1: Introduction

Description:

Basics of legal issues behind any project or business, and how legal issues may affect any project.

Related activities:

Lectures

Full-or-part-time: 16h

Theory classes: 6h

Self study : 10h

Module 2: Non Disclosure Agreement

Description:

Introduction to the non-disclosure agreement concept, its relevance and its effectiveness.

Related activities:

Theory sessions.

Recommended readings.

Full-or-part-time: 10h 45m

Theory classes: 3h 45m

Self study : 7h

Module 3: Agreements and project management.

Description:

We will work with the waterfall project management process (PMBok) and we will define the main agreement types that are applied at each stage depending on the risk assessment.

Related activities:

Theory sessions.

In-class exercises.

Full-or-part-time: 10h 45m

Theory classes: 3h 45m

Self study : 7h

Module 4: Basic Project Agreements

Description:

From licensing to subcontracting activities, the module will review the basic agreements used for any engineering and development projects. How are they structured, how one can understand what is behind any agreement.

Related activities:

Theory sessions.
Invited lectures.
In-class exercises.

Full-or-part-time: 10h 45m

Theory classes: 3h 45m

Self study : 7h

Module 5: Intellectual property

Description:

Basic concepts about the intellectual property in the framework of project management.

Related activities:

Theory sessions.
In-class exercises.

Full-or-part-time: 10h 45m

Theory classes: 3h 45m

Self study : 7h

Module 6: Term Sheets and Investment Agreements

Description:

In the entrepreneurial process there are agreements as well. Any investor requires term-sheets previous to the investment and a further partnership contract to regulate the company and the partners relationships, rights and obligations.

Related activities:

Theory sessions.
In-class exercises.

Full-or-part-time: 16h

Theory classes: 6h

Self study : 10h



GRADING SYSTEM

The grading system will take into account:

- *Class participation (15%)
- * In-class exercises (45%)
- *Final exam (40%)

Those students that do not pass the final exam can voluntarily perform an extra evaluation test. The test will consist on a written exam and it will take place on the dates fixed by the school in the academic calendar. If the grade obtained in the extra test is higher than the one previously obtained in the final exam, the students' evaluation will be updated.

EXAMINATION RULES.

Those students who fail the final exam are entitled to attend to an extra test. This extra test will take place on the date selected by the School and published in the official exams calendar.

BIBLIOGRAPHY

Basic:

- Armour, John; Hansmann, Henry; Kraakman, Reinier. The essential elements of corporate law: what is corporate law? [on line]. Cambridge, MA: Harvard Law School, 2009 [Consultation: 22/11/2022]. Available on: <http://hdl.handle.net/10739/46>.
- August, R.; Mayer, D.; Bixby, M. International business law: text, cases and readings. 6th ed. Boston: Pearson, 2013. ISBN 9780273768616.