



Course guides

205055 - 205055 - Project Management Key Agreements & Deals

Last modified: 29/05/2020

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

Academic year: 2020 **ECTS Credits:** 3.0 **Languages:** English

LECTURER

Coordinating lecturer: Jordi Cusidó Roura

Others:

TEACHING METHODOLOGY

The teaching methodology will include:

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

LEARNING OBJECTIVES OF THE SUBJECT

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, what is behind any project or business, 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:

The module will focus on knowing, What is a nondisclosure agreement?, why is it important?, does it effective?

Related activities:

Lectures of NDA, revision of different NDA.

Full-or-part-time: 4h

Theory classes: 2h

Self study : 2h

Module 3: Business Model and Agreements

Description:

The importance of knowing the desired business model is key to build up a good agreement. What is a Business Model? How does a business model gets protected on an agreement?

Related activities:

Lectures, the business model canvas

Full-or-part-time: 9h

Theory classes: 3h

Self study : 6h

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:

Invited lectures

Full-or-part-time: 15h

Theory classes: 5h

Self study : 10h

Module 5: Term Sheets and Investment Agreements

Description:

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

Related activities:

Invited lectures

Full-or-part-time: 15h

Theory classes: 5h

Self study : 10h



Module 6: Negotiation

Description:

Basics of the negotiation process. Any contract is usually negotiated, so how any contract can or should be negotiated?

Related activities:

Negotiation exercises

Full-or-part-time: 16h

Theory classes: 6h

Self study : 10h

GRADING SYSTEM

The grading system will take into account:

*Class participation and exercises (30%)

*Intermediate examination (30%)

*Final examination (40%)