

## 205055 - Project Management Key Agreements & Deals

Coordinating unit: 205 - ESEIAAT - Terrassa School of Industrial, Aerospace and Audiovisual Engineering  
 Teaching unit: 758 - EPC - Department of Project and Construction Engineering  
 Academic year: 2018  
 Degree: MASTER'S DEGREE IN SPACE AND AERONAUTICAL ENGINEERING (Syllabus 2016). (Teaching unit Optional)  
 MASTER'S DEGREE IN INDUSTRIAL ENGINEERING (Syllabus 2013). (Teaching unit Optional)  
 MASTER'S DEGREE IN AERONAUTICAL ENGINEERING (Syllabus 2014). (Teaching unit Optional)  
 ECTS credits: 3 Teaching languages: English

### Teaching staff

Coordinator: Jordi Cusidó Roura

### Teaching methodology

The teaching methodology will include:

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

### Learning objectives of the subject

### Study load

Total learning time: 75h	Hours large group:	27h	36.00%
	Hours medium group:	0h	0.00%
	Hours small group:	0h	0.00%
	Guided activities:	0h	0.00%
	Self study:	48h	64.00%

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### Content

<p>Module 1: Introduction</p>	<p>Learning time: 16h Theory classes: 6h Self study : 10h</p>
<p>Description: Basics of legal issues, what is behind any project or business, how legal issues may affect any project.</p> <p>Related activities: Lectures</p>	
<p>Module 2: Non Disclosure Agreement</p>	<p>Learning time: 4h Theory classes: 2h Self study : 2h</p>
<p>Description: The module will focus on knowing, What is a nondisclosure agreement?, why is it important?, does is it effective?</p> <p>Related activities: Lectures of NDA, revision of different NDA.</p>	
<p>Module 3: Business Model and Agreements</p>	<p>Learning time: 9h Theory classes: 3h Self study : 6h</p>
<p>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?</p> <p>Related activities: Lectures, the business model canvas</p>	

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<p>Module 4: Basic Project Agreements</p>	<p>Learning time: 15h Theory classes: 5h Self study : 10h</p>
<p>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.</p> <p>Related activities: Invited lectures</p>	
<p>Module 5: Term Sheets and Investment Agreements</p>	<p>Learning time: 15h Theory classes: 5h Self study : 10h</p>
<p>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.</p> <p>Related activities: Invited lectures</p>	
<p>Module 6: Negotiation</p>	<p>Learning time: 16h Theory classes: 6h Self study : 10h</p>
<p>Description: Basics of the negotiation process. Any contract is usually negotiated, so how any contract can or should be negotiated?</p> <p>Related activities: Negotiation exercises</p>	



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### Qualification system

The grading system will take into account:

- \*Class participation and exercises (30%)
- \*Intermediate examination (30%)
- \*Final examination (40%)

### Bibliography