1. OVERVIEW

Subject Area	Interpersonal Influence and Impact
Degree	Bachelor's Degree in Law
School/Faculty	Social Sciences and Communication
Year	Second
ECTS	6
Type	Core
Language(s)	Spanish
Delivery Mode	On-campus/Online
Semester	First semester

2. INTRODUCTION

Interpersonal Influence and Impact is a compulsory subject area delivered in the first year of the Bachelor's Degree in Law. It is worth 6 ECTS credits, as are all compulsory subject areas of the degree. The importance of this subject area within the curriculum is clear, as we intend to educate future lawyers who, in the course of their work, need to be able to have an impact on their working environment, ensuring solid communication and adaptability when dealing with different situations and audiences.

3. SKILLS AND LEARNING OUTCOMES

Basic skills (CB, by their acronym in Spanish):
- CB1: Students have shown their knowledge and understanding of a study area based on general secondary school education, and are usually at the level where, with the support of more advanced textbooks, they may also demonstrate awareness of the latest developments in their field of study.
- CB3: Students have the ability to gather and interpret relevant data (usually within their study area) to form opinions which include reflecting on relevant social, scientific or ethical matters.
- CB5: Students have developed the learning skills necessary to undertake further study in a much more independent manner.

Cross-curricular skills (CT, by their acronym in Spanish):
- CT1: Independent learning: Ability to choose the most effective strategies, tools and opportunities for independent learning and implementation of what has been learnt.
- CT5: Awareness of ethical values: Ability to think and act in line with universal principles based on the value of a person, contributing to their development and involving commitment to certain social values.
- CT6: Information management: Ability to seek, choose, analyse and integrate information from diverse sources.
- CT8: Critical reasoning: Ability to analyse an idea, occurrence or situation from different perspectives and adopt a personal viewpoint based on scientific rigour and objective reasoning, rather than intuition.

- CT9: Problem solving: Ability to resolve an unclear or complex issue or situation which has no established solution and requires skill to reach a conclusion.
- CT11: Decision making: Ability to choose between different options or methods to effectively solve varied situations or problems.
- CT12: Teamwork: Ability to integrate and collaborate actively with other people, areas and/or organizations to reach common goals.

Specific skills (CE, by their acronym in Spanish):

- CE03: Ability to develop legal argumentation skills and techniques in another language.
- C05: Ability to make convincing legal arguments.
- CE06: Ability to be diligent and responsible in the professional practice of a lawyer or other legal professional, staying up to date on legal matters.
- CE07: Ability to develop critical awareness in the analysis of the legal system.
- CE08: Ability to identify legal issues and provide appropriate solutions to real situations.
- C10: Ability to understand the differences between the various fields within the legal profession.

Learning outcomes (RA, by their acronym in Spanish):

- RA1: Recognise the importance of communication in professional practice.
- RA2: Use strategies to communicate effectively, both orally and written.
- RA3: Apply interpersonal understanding skills in different contexts.
- RA4: Respect communication standards in multicultural environments.
- RA5: Become self-aware and control your emotions.
- RA6: Listen carefully, observe and perceive what is not overt in interpersonal relationships.
- RA7: Understand other people's attitudes, interests, needs and perspectives.
- RA8: Focus on the development of others.
- RA9: Interpret facts and situations from different points of view.
- RA10: Identify new opportunities and resistance to change.
- RA11: Make informed decisions in times of uncertainty.
- RA12: Adapt their behaviour to different situations.

The following table shows how the skills developed in the course match up with the intended learning outcomes:

Skills	Learning outcomes
CB3, CT1, CT8, CT9, CT11, CE3, CE5, CE7	RA1: Recognise the importance of communication in professional practice.
CB3, CT1, CT8, CT9, CT11, CE3, CE5, CE7	RA2: Use strategies to communicate effectively, both orally and written.
CB3, CT1, CT8, CT9, CT11, CE3, CE5, CE7	RA3: Apply interpersonal understanding skills in different contexts.
CB3, CT1, CT8, CT9, CT11, CE3, CE5, CE7	RA4: Respect communication standards in multicultural environments.
CB5, CT5, CT9, CT11, CE8, CE10	RA5: Become self-aware and control your emotions.
CB1, CT6, CT12, CE3, CE6, CE7, CE8, CE10	RA6: Listen carefully, observe and perceive what is not overt in interpersonal relationships.

CB5, CT5, CT9, CT11, CE8, CE10	RA7: Understand other people's attitudes, interests, needs and perspectives.
CB5, CT5, CT9, CT11, CE8, CE10	RA8: Focus on the development of others.
CB1, CT6, CT12, CE3, CE6, CE7, CE8, CE10	RA9: Interpret facts and situations from different points of view.
CB5, CE10, CT6, CT8, CT9	RA10: Identify new opportunities and resistance to change.
CB5, CE10, CT6, CT8, CT9	RA11: Make informed decisions in times of uncertainty.
CB5, CE10, CT6, CT8, CT9	RA12: Adapt their behaviour to different situations.

4. CONTENT

- Communication in the Professional World
- Emotional Intelligence in Interpersonal Relationships
- Successful Change: Adaptability

5. TEACHING/LEARNING METHODS

The types of teaching/learning methods are as follows:

- Case studies
- Problem-based learning
- Project-based learning
- Service-learning

6. LEARNING ACTIVITIES

The types of learning activities, plus the amount of time spent on each activity, are as follows:

On-campus delivery mode:

Learning activity	Number of hours
Lectures	28
Asynchronous lectures	12
Legal problem-solving	20
Case studies	17.5
Oral presentations	10
Group work	12.5
Formative assessment (feedback on assessment)	10

Tutorials	10
Independent working	25
Knowledge tests	5
TOTAL	**150 h**

Online Delivery Mode:

Learning activity	Number of hours
Reading of content	30
Case studies	15
Debates and discussions through seminars or online forums on the Virtual Campus	15
Finding resources and sources of information	15
Formative assessment (feedback on assessment)	10
Online tutorials	15
Independent working	45
Knowledge tests	5
TOTAL	**150 h**

7. ASSESSMENT

The assessment systems, plus their weighting for the final grade for the subject area, are as follows:

On-campus delivery mode:

Assessment system	Weighting
Knowledge test	25%
Paper/Project	35%
Case study/problem scenario	30%
Participation in debates and forums	10%

Online delivery mode:

Assessment system	Weighting
Knowledge test	25%

Paper/Project	35%
Case study/problem scenario	30%
Participation in debates and forums	10%

On the Virtual Campus, when you open the subject area, you can see all the details of your assessment tasks, including deadlines and assessment procedures.

8. BIBLIOGRAPHY

The works of reference for following this subject area are:

• A.A.V.V. (2005). Fundamentos de comunicacióin humana. México: McGraw-Hill Interamericana BETHAMI D. Y ROGER, C. (2007). Comunicación en un mundo cambiante. México: McGraw-Hill Interamericana
• GOLEMAN, D. (1999). La práctica de la inteligencia emocional. Barcelona. Editorial Kairós.
• PUCHOL, L. (2010). El libro de las habilidades directivas. Editorial Díaz de Santos.
• ALMAGRO, J.J. (2005). Érase una vez jefes, jefecillos y jefazos. Ed. Pearson - Prentice Hall.
• ARROYO, J. C. (2010). La adaptabilidad al cambio como ideología. San Vicente: Editorial Club Universitario.
• ZAFRILLA, J (Coord), y Laenciana, T, (Coord). Adaptación y flexibilidad. Murcia: Escuela de la Administración Pública de la Región de Murcia (Consejería de Presidencia y Administraciones Públicas).