



## Information about the subject

**Degree:** Bachelor of Science Degree in Criminology

**Faculty:** Faculty of Legal, Economic and Social Sciences

**Code:** 1302003 **Name:** Communication and Negotiation

**Credits:** 6,00 **ECTS Year:** The course is not offered this academic year **Semester:** 0

**Module:** Elective itineraries

**Subject Matter:** Psycho-social and private security itinerary **Type:** Elective

**Department:** -

**Type of learning:** Classroom-based learning

**Languages in which it is taught:**

**Lecturer/-s:**



## Module organization

### Elective itineraries

Subject Matter	ECTS	Subject	ECTS	Year/semester
Technical-legal itinerary	60,00	Applied Statistics	6,00	This elective is not offered in the academic year 24/25
		Directive and Negotiation Skills	6,00	This elective is not offered in the academic year 24/25
		Economic Crimes	6,00	This elective is not offered in the academic year 24/25
		Environmental Criminology	6,00	This elective is not offered in the academic year 24/25
		Human Resources and Occupational Hazards	6,00	4/2
		Judicial Police	6,00	This elective is not offered in the academic year 24/25
		Medical Law and Healthcare Legislation	6,00	This elective is not offered in the academic year 24/25
		Research Techniques for Missing Individuals	6,00	4/2



Technical-legal itinerary		-Road Safety. Factors of Accident Rate. Investigation and Prevention of Accidents	6,00	This elective is not offered in the academic year 24/25
		Technological Crimes	6,00	This elective is not offered in the academic year 24/25
Medical and calligraphic expertise itinerary	54,00	Arsons and Criminal Investigation	6,00	This elective is not offered in the academic year 24/25
		Documentoscopy. Calligraphic Expertise	6,00	This elective is not offered in the academic year 24/25
		Expert Intervention. Criminological Report	6,00	4/1
		Legal Medicine in the Workplace	6,00	This elective is not offered in the academic year 24/25
		Medical and Surgical Physiopathology	6,00	This elective is not offered in the academic year 24/25
		Physical damage	6,00	This elective is not offered in the academic year 24/25
		Thanatology	6,00	This elective is not offered in the academic year 24/25
	Toxicology and Drug Dependence	6,00	This elective is not offered in the academic year 24/25	



Psycho-social and private security itinerary	72,00	Communication and Negotiation	6,00	This elective is not offered in the academic year 24/25
		Direction and Management of Security Businesses	6,00	This elective is not offered in the academic year 24/25
		Discrimination and Gender Violence	6,00	This elective is not offered in the academic year 24/25
		Forensic Anthropology	6,00	This elective is not offered in the academic year 24/25
		Forensic Paediatrics	6,00	This elective is not offered in the academic year 24/25
		Pedagogy	6,00	This elective is not offered in the academic year 24/25
		Planning and Management of Security. Techniques and Tools	6,00	4/2
		Psychography	6,00	This elective is not offered in the academic year 24/25
		Psychology of Testimony	6,00	4/2
		Risk Analysis. Project of Comprehensive Safety	6,00	4/1



Psycho-social and private security itinerary	Social Intervention Networks and Situational Prevention	6,00	This elective is not offered in the academic year 24/25
	Social Work	6,00	This elective is not offered in the academic year 24/25

## Learning outcomes

At the end of the course, the student must be able to prove that he/she has acquired the following learning outcomes:

- R1 Learning the basics of oral communication and understanding the importance of language.
- R2 Knowledge of the determinants of non-verbal communication and the use of body language.
- R3 Understanding the role that listening skills play in communication processes.
- R4 Developing skills for effective communication.
- R5 Acquiring and mastering the techniques of persuasion that are commonly used to influence large and small audiences.
- R6 Acquiring a good command of the norms and rules of scientific work: search and management of bibliography, writing and presentation of monographic works and research reports.
- R7 Knowledge of the scientific methodology of psychological theories on persuasion.



## Competencies

Depending on the learning outcomes, the competencies to which the subject contributes are (please score from 1 to 4, being 4 the highest score):

BASIC		Weighting			
		1	2	3	4
CB1	Showing a command and understanding of knowledge in an area of study that is based on the general secondary education and that is usually at a level that implies the support on advanced textbooks but also the inclusion of knowledge from the cutting edge of their field of study.				X
CB2	Being able to apply their knowledge to their jobs or vocational activities professionally and holding the competences that are demonstrated through the elaboration and defence of arguments as well as the solution of problems within their area of study.				X
CB3	The ability to gather and interpret relevant data (normally within their area of study) so as to make judgements that include a reflection on relevant social, scientific or ethical issues.				X
CB4	Being able to convey information, ideas, problems and solutions to a specialised or non-specialised public.				X
CB5	Having developed the learning abilities necessary to pursue postgraduate studies with a high degree of autonomy.				X
GENERAL		Weighting			
		1	2	3	4
CG1	Understanding and integrating the different theories and scientific knowledge developed by Social, Legal and Behavioural Sciences through a critical lens in order to understand the sociocultural and personal context of all the elements that integrate the crime sphere.				X
CG2	Being able to assess the complexity and diversity of the criminal phenomenon in a global context.				X



CG3	The capacity to apply the knowledge, skills and abilities acquired from an ethical and intellectually upright perspective with the aim of achieving a society whose fundamental pillars are Freedom, Justice, Pluralism and Equality.									X
CG4	The capacity for teamwork and efficient collaboration with other professionals from the different areas of criminology through negotiation and consensus.									X
CG5	The capacity to obtain and manage efficiently the information from the scientific literature, specialised journals, databases and other sources.									X
CG6	The capacity to establish explanatory hypotheses, using predictive and operative relationships that offer responses to the criminal phenomenon in a criminological context.									X
CG7	The capacity to take decisions and to design programs and strategies for both prevention and treatment of the criminal phenomenon.									X
CG9	Knowing the key concepts and theoretical approaches developed about the criminal phenomenon, the victimisation and responses to crime and deviation									X
CG11	Being able to apply techniques and procedures for the resolution of criminological problems and decision-making in the area of Criminology.									X
CG12	The capacity to analyse and synthetize relevant data within the area of Criminology in order to make judgements that include a reflection on relevant social, scientific or ethical issues.									X
CG13	Understanding the basic principles of criminology-applied research: what can be obtained depending on the techniques and methodologies applied, when a methodology is more suitable than another, how the outcomes of a particular study can be evaluated and which are the ethical tenets that inform criminological research.									X
CG14	Knowing and understanding psychological, sociological, legal, and technical language necessary for a good command of criminological concepts.									X
CG15	The commitment to developing and keeping updated their own competencies, skills and knowledge following the standards of the profession.									X



CG16 Oral and written communication skills in the native language with regards to Criminological Science in order to present, circulate and validate the outcomes of criminological and criminalistic research both through scientific development and through the proposal of specific policies and lines of action.

SPECIFIC	Weighting			
	1	2	3	4
CE4 The ability to understand and describe key concepts in the field of Sociology necessary to analyse from a global and specific viewpoint the criminal phenomenon and deviant behaviours.				X
CE7 Study and elaboration of reports in the field of minors with regards to risk situations, measures applicable to the minor offender and other types of measures applicable to minors at serious risk.				X
CE10 Explanatory management from a socio-anthropological perspective of the concepts of violence, inequality and difference, delinquency, crime, social control, stigmatisation, and social deviation.				X
CE11 Understanding, from an integrating perspective, of the scientific nature of Criminology and its objective, as well as of the multidisciplinary complexity of criminological science.				X
CE13 The capacity to design an empirical research project that involves the application of quantitative and qualitative techniques, the use of published data sources, statistic analyses and interpretation of results obtained.				X
CE14 Understanding the basic principles of the criminal phenomenon, its spatial, cultural, social, economic, legal, political, labour, and anthropological dimensions.				X
CE15 Understanding the dynamic and evolving nature of the criminal phenomenon within the framework of changing and globalising societies, with complexity, diversification, specialisation and from a positive and rational attitude, taking open and reflective decisions.				X
CE17 The capacity to explain diversity and social inequality, victimisation and the responses to crime and social deviation and their interrelationships from an analytic perspective and developing programs and strategies to assess and predict deviant behaviour.				X





CE18	Attention to victims of hatred, be it at individual, group or community levels, with particular sensibility towards those collective groups that are particularly victimised or at grave risk such as gender violence victims, minors or people with a disability.					X
CE20	A command of the research methodology in social science, design of social integration plans, preventive urbanistic actions and comprehensive training of individuals, with special sensitivity to those groups at greatest risk of social exclusion, immigration, drug addiction and others.					X
CE21	Legislative, organizational and functional knowledge of the different public and private security bodies.					X
CE22	The capacity to understand and describe the fundamental concepts of psychology that are necessary to analyse both globally as well as specifically the criminal phenomenon and deviant behaviour.					X
CE23	Knowledge and application of scientific research techniques in the medical-legal and criminalistic field, as well as the basis and preparation of various expert reports.					X
CE24	Training in the elaboration of criminologist expert reports as well as in expert intervention in the different phases of the procedures.					X



## Assessment system for the acquisition of competencies and grading system

### In-class teaching

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3, R4, R5, R6, R7	40,00%	Analysis and resolution of case studies.
R1, R2, R3, R4, R5, R6, R7	40,00%	Attendance and participation in class.
R1, R2, R3, R4, R5, R6, R7	20,00%	Exam or objective test to measure obtained competences.

### Observations

The mention of "Honors" may be awarded by the professor responsible for the subject to students who have obtained the grade of "Outstanding." The number of "Honors" mentions that can be awarded may not exceed five percent of the students included in the same official record, unless this is less than 20, in which case a single "Honors" may be granted. Honor"

### Online teaching

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3, R4, R5, R6, R7	20,00%	Final test and/or final work
R1, R2, R3, R4, R5, R6, R7	40,00%	Participation in programmed activities
R1, R2, R3, R4, R5, R6, R7	40,00%	Presentation of works and projects

### Observations



## MENTION OF DISTINCTION:

According to Article 22 of the Regulations governing the Evaluation and Qualification of UCV Courses, the mention of "Distinction of Honor" may be awarded by the professor responsible for the course to students who have obtained, at least, the qualification of 9 over 10 ("Sobresaliente"). The number of "Distinction of Honor" mentions that may be awarded may not exceed five percent of the number of students included in the same official record, unless this number is lower than 20, in which case only one "Distinction of Honor" may be awarded.

## Learning activities

The following methodologies will be used so that the students can achieve the learning outcomes of the subject:

- M1 Presentation of contents by the teacher, analysis of competencies, explanation and demonstration of abilities, skills and knowledge in the classroom.
- M2 Specific instructions about group and individual assignments for each topic.
- M3 Group work sessions supervised by the teacher. Study of legal cases, both real and fictitious, analysis, diagnosis, problems, field study, computer room, visits, data search, libraries, network, Internet, etc. Significant construction of knowledge through student interaction and activity. Critical analysis on values and social commitment.
- M4 Application of interdisciplinary knowledge.
- M5 Supervised monographic sessions with shared participation
- M6 Personalized attention and in small groups. Period of instruction and/or orientation carried out by a tutor with the objective of reviewing and discussing the materials and topics presented in the classes, seminars, readings, completion of assignments, etc.
- M7 Set of oral and/or written tests used in the initial, formative or summative evaluation of the student.
- M8 Group preparation of readings, assumptions and problem -olving to present, discuss or deliver in class or tutorial.
- M9 Student's study: Individual reading preparation, case studies, jurisprudence. Writings and papers to be presented or delivered in the classes or tutorials.
- M17 Expository Method /Master Class



- M18 Exercise and problem solving
- M19 Case method
- M20 Course works and tasks
- M21 Project-oriented learning
- M22 Guided Practice through debates, resolution of problems and exercises in the virtual classroom.



## IN-CLASS LEARNING

### IN-CLASS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
In-person class M1	R1, R2, R3, R4, R5, R6, R7	20,00	0,80
Practical class M3	R1, R2, R3, R4, R5, R6, R7	25,00	1,00
Seminar M5	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
Group work presentation M4	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Tutorial M6	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Evaluation M7	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
<b>TOTAL</b>		<b>60,00</b>	<b>2,40</b>

### LEARNING ACTIVITIES OF AUTONOMOUS WORK

	LEARNING OUTCOMES	HOURS	ECTS
Group work M8	R1, R2, R3, R4, R5, R6, R7	30,00	1,20
Individual work M9	R1, R2, R3, R4, R5, R6, R7	60,00	2,40
<b>TOTAL</b>		<b>90,00</b>	<b>3,60</b>



## ON-LINE LEARNING

### SYNCHRONOUS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
Master Class M17	R1, R2, R3, R4, R5, R6, R7	15,00	0,60
Practical activity M19	R1, R2, R3, R4, R5, R6, R7	25,00	1,00
Tutorial M22	R1, R2, R3, R4, R5, R6, R7	10,00	0,40
<b>TOTAL</b>		<b>50,00</b>	<b>2,00</b>

### ASYNCHRONOUS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
Individual or group work of students M20	R1, R2, R3, R4, R5, R6, R7	90,00	3,60
Activities through virtual resources M22	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
Access and research on complementary contents M21	R1, R2, R3, R4, R5, R6, R7	5,00	0,20
Individual study M19	R1, R2, R3, R4, R5, R6, R7	2,50	0,10
<b>TOTAL</b>		<b>100,00</b>	<b>4,00</b>



## Description of the contents

Description of the necessary contents to acquire the learning outcomes.

Theoretical contents:

Content block	Contents
LA NEGOCIACIÓN	Introducción. Definición y características de la negociación. Psicología del conflicto y la negociación. Tipos de negociación, negociación colaborativa. Métodos de negociación, técnicas de elección del espacio físico adecuado, preparación de la negociación. Actitud y comportamiento durante la negociación. Métodos de Persuasión. Aspectos criminológicos de la negociación

Temporary organization of learning:

Block of content	Number of sessions	Hours
LA NEGOCIACIÓN	30,00	60,00

## References