



Universidad del Desarrollo
Facultad de Derecho

35 AÑOS

Universidad
del Desarrollo

Terms & Conditions

- (A) It is a process to allow an organization to focus resources on the greatest opportunities to increase sales and achieve the company's target.
- (B) Marketing strategy's goal is to increase sales and achieve the company's target. Marketing strategy is a plan to increase sales and achieve the company's target. It includes short term and long term activities of marketing that have to do with the analysis of a company's situation and contribute to it's objectives.
- (C) The objectives will be based on how you gain sales by acquiring and keeping customers. Marketing budget will be set at the same time it will also show you how you're going to work with your targets. It includes short term and long term activities of marketing that have to do with the analysis of a company's situation and contribute to it's objectives.
- (D) A marketing strategy helps on making good messages with the right best of marketing approaches in order to have a good outcome of your sales and marketing activities.
- (E) Putting your strategy into action is how your marketing plan should work. Marketing budget will be set at the same time it will also show you how you're going to work with your targets. It includes short term and long term activities of marketing that have to do with the analysis of a company's situation and contribute to it's objectives.
- (F) Improvement should be measured regularly and assessed in order for you to know what's beneficial and what not. This will help you set new targets.

X VERSIÓN

CURSO

INGLÉS LEGAL

INICIO: 9 DE JUNIO DE 2025

DECIDE
DESARROLLA
IMPACTA

LifelongLearning UDD
El valor de la formación sin límites



Universidad del Desarrollo
ACREDITADA EN TODAS LAS ÁREAS
NIVEL DE EXCELENCIA
Diciembre 2021 - Diciembre 2027
Gestión Institucional - Docencia de Pregrado
Vinculación con el Medio - Investigación - Docencia de Postgrado

DESCRIPTION

The course is aimed at law students and professionals who are non-native English speakers with a focus on the fundamentals of international legal English of Anglo-Saxon and Anglo-American jurisdictions in practice.

The required level of general English proficiency is intermediate to upper intermediate. Course will be held 100% in English.

EXPECTATIONS AND GOALS

The main goals of the course are:

- > to increase law practitioners' range of vocabulary of Legal English,
- > to practise and increase comprehension of legal texts in various areas of law with a hands-on approach,
- > to gain confidence in communicating in applied Legal English language, both in speaking and writing,
- > to extend the knowledge of International Legal English practice.

PROSPECTIVE STUDENTS

- > Graduate students and lawyers.

METHODOLOGY

A broadly communicative methodology and a text and task-based approach are used. Pair and group work is an important part of the learning process. The reading texts are authentic or semi-authentic and provide context for international English legal vocabulary.

COURSE MATERIALS

Required text

Units's reading list

Required materials

100% online

Optional materials

Bilingual and Law Dictionaries

MODALITY



MODALITY: LIVE ONLINE

Remote classes via the Zoom platform, where the teacher and students interact in real-time on a set date and time.

*Online classes through the Zoom Platform are recorded and saved for a limited time.

Schedule: 18:30 a 20:30 horas

Monday 9 JUN	Thursday 12 JUN	Monday 16 JUN	Monday 23 JUN	Thursday 26 JUN	Monday 30 JUN	Thursday 3 JUL	Monday 7 JUL	Thursday 10 JUL
Monday 14 JUL	Thursday 17 JUL	Monday 21 JUL	Thursday 24 JUL	Monday 28 JUL	Thursday 31 JUL	Monday 4 AUG	Thursday 7 AUG	

CONTENT

- > **A Career in the Law:** course descriptions; graduate recruitment programs; legal systems; bodies of law, types of law and courts;
- > **Contract Law:** understanding contracts' elements and style of a contract (UK and US law) vs Chile (offer, acceptance, consideration, intention); contracts and statutes; different types and parts of contracts (contract clauses); remedies for breach of contract – litigation; conditions and warranties;
- > **Tort Law:** case note; letter threatening legal action; frivolous lawsuits;
- > **Criminal Law:** white-collar crime: insider dealing and market abuse;
- > **Company Law:** company formation and management (who does what in company law): memorandum of association (UK); articles/certificate of incorporation (USA); corporate governance disputes; letter of advice (lawyer to client); company capitalisation/company; and, fundamental changes in a company; breach of Companies Act;
- > **Commercial Law:** commercial agency contract/agreement between an agent and principal in international trade (ICC Model Commercial Agency Contract);
- > **Real Property Law:** lease or tenancy agreements;
- > **Litigation and Arbitration;**
- > **International Law;**
- > **IRAC Structure** for drafting legal documents.

ADDITIONAL INFORMATION AND RESOURCES

Other forms of assessments

FORMATIVE ASSESSMENTS

- > Warm-up review questions of mandatory chapters.
- > Discussions.
- > Oral T/F quizzes.
- > Vocabulary in use quizzes.
- > Vocabulary checks' quizzes.
- > Dialogues.
- > Moot courts.
- > Wrap-up questions & exit tickets.
- > Personal glossary.

SUMMATIVE ASSESSMENTS

- > End of unit's Vocabulary Tests.
- > Final Examination Test.

COURSE RESOURCES

- > Letters of Understanding; Agreements; Letters of Advice; Memos.
- > Case Studies.
- > Podcasts.
- > Internet Resources.

TEACHER



FRANCISCA GARCÍA HUIDOBRO

- > Master of Arts in Education (TESOL) Oxford Brookes. Egresada de Derecho Pontificia Universidad Católica.



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X VERSIÓN **CURSO**
INGLÉS LEGAL

INFORMACIÓN GENERAL

→ FECHAS

- > Inicio: 9 de junio de 2025.
- > Término: 7 de agosto de 2025.

→ HORARIOS

- > Lunes y jueves de 18:30 a 20:30 hrs.
- > Horas cronológicas : 34 hrs.

→ MODALIDAD

- > Online en vivo

→ VALOR

- > \$600.000

→ DESCUENTOS*

- > 25% Alumni UDD
- > 15% Afiliados a Caja Los Andes y Colegio de Abogados

CONTACTO

Equipo de Admisión Lifelong Learning UDD | programasderecho@udd.cl

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*Descuentos no acumulables. Se aplicarán sobre el arancel.

La Universidad se reserva el derecho de dictar o no el programa, según contingencia o motivo de fuerza mayor. Asimismo, las fechas, cursos y profesores detallados en el presente programa pueden variar por motivos de fuerza mayor, y de ocurrir, será notificado oportunamente a sus alumnos.

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