



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 advantage over other competitors. It includes short term and long term activities of marketing that has to do with the analysis of a company's situation and contribute to its objectives.
- (C) The objectives will be based on how you gain sales by acquiring and keeping customers.
- (D) A marketing strategy helps on making good messages with the right twist of marketing approaches in order to have a good outcome of your sales and marketing activities.
- (E) Putting your strategy into action is how you're going to work with your targets. Marketing budgets will be set, at the same time it will also show you how you're going to fit your customers buying cycles. It includes short maximizing sales. Having the perfect timing with your activities to fit your customers buying cycles will help you saving money and followed up and the activities your doing to develop your offers.
- (F) Improvement should be measured regularly and assessed in order for you to know what's beneficial and not. This will help you set new targets.

Proposed Insured's Signature

Officer's Signature

XI VERSIÓN

CURSO

INGLÉS LEGAL

INICIO: 13 DE OCTUBRE DE 2025

DECIDE
DESARROLLA
IMPACTA

Lifelong Learning UDD
El valor de la formación sin límites

Comisión Nacional
de Acreditación
CNA-Chile

UNIVERSIDAD DEL DESARROLLO
ACREDITADA EN TODAS LAS ÁREAS
NIVEL DE EXCELENCIA
Gestión Institucional - Docencia de Pregrado - Docencia
de Postgrado - Vinculación con el Medio - Investigación
Próxima acreditación: 17 de diciembre 2027

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

13 OCT	16 OCT	20 OCT	23 OCT	27 OCT	3 NOV	6 NOV	10 NOV	13 NOV
17 NOV	20 NOV	24 NOV	27 NOV	1 DIC	4 DIC	11 DIC	15 DIC	

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.



Universidad del Desarrollo
Facultad de Derecho

XI VERSIÓN **CURSO**
INGLÉS LEGAL

INFORMACIÓN GENERAL

→ FECHAS

- > Inicio: 13 de octubre de 2025.
- > Término: 15 de diciembre 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

📞 +56 9 4814 4659

*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.

**DECIDE
DESARROLLA
IMPACTA**

Lifelong Learning UDD
El valor de la formación sin límites

Comisión Nacional
de Acreditación
CNA-Chile

UNIVERSIDAD DEL DESARROLLO
ACREDITADA EN TODAS LAS ÁREAS
NIVEL DE EXCELENCIA
Gestión Institucional - Docencia de Pregrado - Docencia
de Postgrado - Vinculación con el Medio - Investigación
Próxima acreditación: 17 de diciembre 2027