



# COMPETENCY CLINIC

## General data

Course code:	B19GMC22E
ECTS credits:	3
Type of the course:	C - general elective
Semester:	Fall, 3 <sup>rd</sup> and 5 <sup>th</sup> semester
Course restrictions:	-
Course leader (with availabilities):	Dr. Tibor Füzy <a href="mailto:fuzy.tibor@ajk.pte.hu">fuzy.tibor@ajk.pte.hu</a>
Further lecturer(s) (with availabilities):	-

## 1. Description and aims

The passing of the knowledge required to acquire the skills and competence to be developed takes place during the semester in connection with the given tasks. The course's purpose is to help the students to acquire the proper knowledge and improve the skills required to work in their future profession. Thus, after completing the course, the student will be able to apply the knowledge acquired during the university studies within their given working environments. The training simultaneously helps to understand the methodology of the acquisition of the knowledge one needs in practice, to understand the learning process and assists in selecting the best method for the student.

## 2. Intended Learning Outcomes (ILOs)

Upon the successful completion of this course, students should be able to:

1. cooperate with various professions, work at a consulting firm, apply the knowledge acquired during the university studies within their given working environments. (PILO 5)
2. profession based communication, communicational tools of persuasion, proper written and verbal communication at work (PILO 3, 5),
3. customer management, methods of lawful influencing of the contractual partner or counterparty (PILO 8),
4. interpret the business law in practice, the methodology for finding the applicable sources of law, commentary, and literature (PILO 1, 2),
5. complex problem solving, strategic planning (PILO 4),

*(The remarks in brackets express each CILO's connection to the Program Intended Learning Outcomes (PILOs).)*

## 3. Content, schedule

1./ Assessment of students' learning, information acquisition and decision making skills.

Setting up a project-based education model. Forming student groups based on the results of the assessment, and creating a division of labour. Creation of "consulting firms" consisting of lawyers, economists, representatives of engineering professions.



- 2./ Skills to improve: Complex problem solving, strategic planning, basics of operation in an organization. Due Diligence Report basics.
- 3./ The connection between the enterprises, the public sector and the institutional body of the state and the internal logic of its operation, the regulatory background.
- 4./ Profession based communication, communicational tools of persuasion, proper written and verbal communication at work.
- 5./ Project management, fundamental methods of merchandising (information, knowledge, solution), cooperation of various professions. Improvement of consultancy skills in a group.
- 6./ Customer management, methods of lawful influencing of the contractual partner or counterparty. (Science of persuasion)
- 7./ Knowledge and acknowledge of the cultural attributes during work. Knowledge of the process of learning, becoming a conscious learner.
- 8./ Business law in practice. Introducing to the United Nations Commission on International Trade Law (UNCITRAL)
- 9./ Work on a foreign language in an international environment or workplace
- 10./ Interpretation of law in practice, the methodology for finding the applicable sources of law, commentary, and literature
- 11./ Fundamental rules of logical thinking, application of the acquired knowledge
- 12./ Basics of drafting and interpreting of contracts and professional reviews
- 13./ Closing of projects, the announcement of results. Individually assessing the development of the students' learning, information acquisition and decision-making skills, and providing advice on further development.

#### 4. Learning and teaching strategy, methodology

Principal teaching methodologies:

The Competency Clinic, by being a complex system that utilizes the results of clinical education using the theoretical knowledge already acquired during the academic training by the students in real working environments, in teams with the help of practitioners of various but interrelated professions under the guidance of tutors with knowledge on the related know-how, educates students on a project basis. Vocation oriented, student-centred, problem-solving, interactive teaching-learning method. The student groups, according to the terms framed by real-life cases selected by the tutors, establish workgroups, theoretical companies and prepare technical decisions, draft contracts and give professional counsel. By doing so, students of different faculties establish contact with each other by negotiating and trying to reach the best negotiating position by convincing the other party doing so



reach the most economical decision. In the case of a legal dispute, they prepare the necessary steps to find the most effective way to solve it. They have to prepare a due diligence report.

The subject of the project: The 'advisory firms' (student groups) based on the agreement of the other sides design an object to merchandise, design the cost of production, provide counsel to perform economic calculations, defend the intellectual property, elaborate the conditions for funding needed for operation and achieve the most advantageous positions of the economic relationship between each other, advising the establishment of the contractual background needed for the whole operation.

The execution of the project takes the period time between the 2nd and 12th weeks.

## 5. Assessment

*Formative assessment elements:* one written preparation paper related to the project

*Summative assessment elements:* conducting one client or management interview, write due diligence report and make its oral presentation

Individual Assessment		65%	Group Assessment		35%	
Name of the element	Weight	Type	Details	Retake opportunity	Req.*	Related CILOs
Due Diligence Report own part	30%	written, individual	put in writing his/her part of the DD.	yes	no	CILO 4,5
Due Diligence Report Executive Summary	35%	written, group	work together with teammates on the final conclusion	yes	no	CILO3
Conducting an Interview	15%	oral, individual	conducting an interview with the client or member of the management	yes	no	CILO 2
Due Diligence oral presentation	20%	oral, individual	presentation of its own part and final conclusion of the DD	yes	no	CILO 1,2

\* Req.: Completion of the element is required to pass the course, irrespective of the performance in other elements.

## 6. Learning materials

- Essential

IBA Corporate and M&A Law Committee Legal Due Diligence Guidelines (Main focus on Legal, Accounting/financial, Commercial (or market), Operational, Valuation due diligence)

- Recommended



The Concept of 'Due Diligence' in the UN Guiding Principles on Business and Human Rights. European Journal of International Law, Volume 28, Issue 3, August 2017, Pages 899–919, <https://doi.org/10.1093/ejil/chx042>

## 7. Further information

<b>International</b> aspects embedded with the course
Case study of an International and Hungarian company with issues around export, and its international supply chain
<b>Ethics, Responsibility &amp; Sustainability (ERS)</b> aspects embedded with the course
Sustainability of the product, customer management, ethics and law
<b>Connections to the world of practice</b> of the course
Project-based work with international advising firms