

Postgraduate Diploma

Hair Transplantation FUSS and FUE techniques. Legal, Economic and Marketing Aspects





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Hair Transplantation FUSS and FUE techniques. Legal Aspects, Economic and Marketing

Course Modality: **Online**

Duration: **6 months.**

Certificate: **TECH Technological University**

18 ECTS Credits

Teaching Hours: **450 hours.**

Website: www.techtute.com/medicine/postgraduate-diploma/postgraduate-diploma-hair-transplantation-fuss-fue-techniques-legal-economic-marketing-aspects

Index

01

Introduction

p. 4

02

Objectives

p. 8

03

Course Management

p. 12

04

Structure and Content

p. 16

05

Methodology

p. 20

06

Certificate

p. 28

01

Introduction

This Postgraduate Diploma is a highly trained tool designed for professionals involved in the areas of hair transplantation. Knowledge compendium focused mainly on the FUSS and FUE techniques, which will also provide you with an insight into the most relevant legal, economic and marketing aspects.





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*FUSS and FUE techniques developed
in a high-impact specialization focused
on real practice”*

Throughout this Postgraduate Diploma you will learn what you need to know about FUSS and FUE Techniques, Legal, Economic and Marketing Aspects. We will define this type of surgical technique. Explain the advantages and disadvantages of this procedure. Address the planning and design of a transplant with this surgical technique, the phases of hair transplantation, and factors that determine the survival of the grafts, as well as the devices and material required to perform a transplant with the FUSS technique and the entire technique of this type of hair transplant will be discussed in depth.

Discuss indications and contraindications, the FUSS technique in women, the surgical plan, the marking of the strip and its extraction, slivering, cutting of the follicular units, incisions and implantation.

Review the specific postoperative period following this technique, including possible complications during and after the extraction and in the postoperative period following the procedure.

To master the necessary knowledge to perform the FUE technique. Possess adequate anatomical knowledge to perform anesthesia; both of the donor and recipient sites.

Discuss the planning and design of a transplant, phases of hair transplantation and factors that condition the survival of grafts, the devices and material necessary to perform a transplant and the FUE and NON-SHAVE hair transplant techniques will be discussed in depth. We will focus on how to identify and solve the possible intraoperative complications when performing the FUE technique.

The acquired knowledge in diagnostic techniques will be put into practice in order to make differential diagnoses with other alopecias.

Apply different medical treatments for each of the types of effluvium and indicate a management algorithm for patients with diffuse capillary leakage, based on a targeted and specific clinical history.

Study the different apparatus for trichological diagnosis of the pathology studied.

This **Postgraduate Diploma in Hair Transplantation: Hair Diseases, Androgenetic Alopecia and Effluvium** includes the most complete and updated scientific program on the market today, with outstanding features:

- ♦ Practical cases presented by experts in hair surgery.
- ♦ The latest developments in Hair Surgery, with special and dedicated attention to the innovative methodologies.
- ♦ Practical exercises where the self-evaluation process can be carried out to improve learning.
- ♦ Graphic contents, diagrams, and practical cases that gather scientific and practical information on the disciplines that are essential for professional hair surgery practice.
- ♦ Theoretical lessons, questions to experts and/or tutors, discussion forums on controversial issues and individual reflection work throughout the Postgraduate Diploma..
- ♦ Content that is accessible from any fixed or portable device with an Internet connection.



A Postgraduate Diploma created with the requirement of excellence demanded by all TECH trainings, to boost your professional growth with the support of the best preparatory system on the online market"

“ *A Postgraduate Diploma created with the demand for excellence of all TECH specializations, to boost your professional growth backed up by the most advanced training system on the online market”*

The teaching staff includes professionals from the field of medicine, with extensive experience in hair transplantation, who bring their experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide immersive training that is programmed to train students in real situations.

This program is designed around Problem Based Learning, whereby the professional must try to solve the different professional practice situations that arise during the academic year. For this purpose, the professional will be assisted by an innovative interactive video system created by renowned and experienced experts in Hair Transplantation.

A multimedia program that will allow you to study in a simpler and more interactive way.

With learning strategies focused on practice, this specialization will allow you to learn in a real and immediate way.



02 Objectives

The objective of this training is to ensure that our students learn in a stimulating and attractive way, so that interest in studying does not wane during working time. In this way, we give real encouragement to achieving the learning objectives and with them, your professional growth.





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The objective is that, at the end of this Postgraduate Diploma, the students will be able to acquire a sound knowledge of the techniques and areas of knowledge developed in it, with safety and quality assurance”



General Objectives

- Acquisition of knowledge, skills and abilities, both theoretical and practical, to be able to start working as a hair surgeon.
- Acquire diagnostic and treatment skills in cases of patients with alopecia and other hair and scalp problems, as well as to learn clinical-surgical skills, an essential foundation for the acquisition of deeper knowledge in this field.
- Learn the required clinical-surgical skills to solve patients' problems in Hair Transplantation and Hair Medicine



Realistic objectives, which will measure your progress and your advancement as a professional, in a constant and effective way"



Specific Objectives

- Define this type of surgical technique.
- Explain the advantages and disadvantages of this procedure.
- Address the planning and design of a transplant with this surgical technique, the phases of hair transplantation, and factors that determine the survival of the grafts, as well as the devices and material required to perform a transplant with the FUSS technique and the entire technique of this type of hair transplant will be discussed in depth.
- Discuss indications and contraindications, the FUSS technique in women, the surgical plan, the marking of the strip and its extraction, slivering, cutting of the follicular units, incisions and implantation.
- Review the specific postoperative period following this technique, including possible complications during and after the extraction and in the postoperative period following the procedure.
- Acquire the knowledge required to perform the FUE technique. Possess adequate anatomical knowledge to perform anesthesia; both of the donor and recipient sites.
- Discuss the planning and design of a transplant, phases of hair transplantation and factors that condition the survival of grafts, the devices and material necessary to perform a transplant and the FUE and NON-SHAVE hair transplant techniques will be discussed in depth.
- Focus on how to identify and solve the possible intraoperative complications in the FUE



technique.

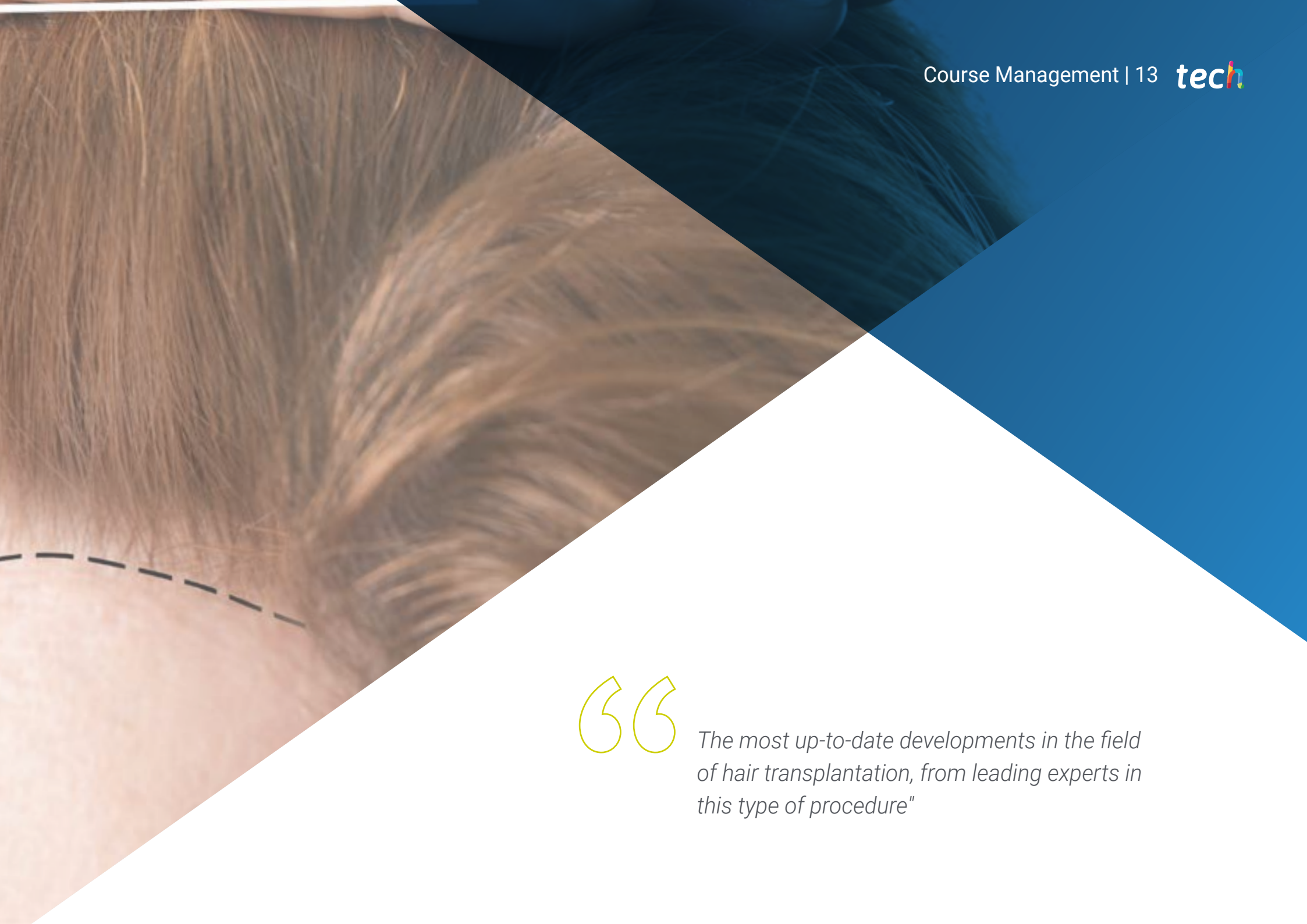
- ♦ Handle the instruments used in the different phases of the surgical procedure.
- ♦ An in-depth study of the main indications and contraindications of the FUE technique.
- ♦ Take a closer look at and solve possible complications during the postoperative period.
- ♦ In this section we will develop the implementation of a trichology and surgery unit.
- ♦ Marketing and audiovisual means
- ♦ Running a business can be difficult for the physician as we are not familiar with marketing techniques. We will review aspects we need to know to make our business work and learn how to properly take pictures before and after treatments in a structured and reproducible way.
- ♦ Communication. Patients who request a Hair Transplant service are looking for results, so we must be aware of the legal aspects of our profession.

03

Course Management

This Postgraduate Diploma is the opportunity to learn from the best, with a teaching staff of professionals in the sector who will invest their theoretical and practical knowledge to take you to the highest level of training. With the latest and most effective teaching methods on the online teaching market.





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The most up-to-date developments in the field of hair transplantation, from leading experts in this type of procedure"

Management



Dr. Pérez Castaño, Cristina Gema

- ♦ Degree in Medicine and Surgery from the Complutense University of Madrid in 2004. Specialist via MIR in Intensive Care Medicine at the Doce de Octubre Hospital in Madrid. Doctoral courses in the field of surgery and infectious diseases with outstanding results. PhD in organ transplantation with asystole donors through a Mutua Madrileña Scholarship, specialized training in medical pathology, infectious diseases, organ transplantation and emergency units worldwide. Homologation of the master's degree in out-of-hospital emergency medicine, accredited by the Laín Entralgo Agency of the Community of Madrid, Spain.
- ♦ Specialist in hair transplantation in clinics such as MC360, MAN MEDICAL INSTITUTE and head of the hair transplant unit at the EIVESTETIC clinic in Ibiza, collaborating in various hair transplant units in the diagnostic and surgical area and various medical-esthetic treatments.
- ♦ Along with the rest of the MAN MEDICAL INSTITUTE hair surgery medical team in 2019, she received the "Medical Team of the Year 2019" award for the hair surgery branch from the newspaper La Razón "Salud".

Professors

Dr. Rodríguez Prada, Raquel

- ◆ Degree in Medicine from the Rey Juan Carlos University in Madrid, Master's Degree in Esthetic Medicine from the Rey Juan Carlos University of Madrid with the qualification of Outstanding in 2016. International Professional Master's Degree in Hair Transplantation from the Catholic University of Murcia.
- ◆ Member of the teaching staff of the Anatomy and Embryology department at the Rey Juan Carlos University. Lecturer on the Master's Degree in Esthetic Medicine at the Rey Juan Carlos University. Activity in Esthetic and capillary medicine since 2016, collaborating in different relevant esthetic medical centers in the provinces of Madrid and Toledo.

“

The faculty in this trained will give you the most realistic and up-to-date view of the field; the contextual point of view you need to learn”



04

Structure and Content

The syllabus of the Postgraduate Diploma is configured as a complete tour through each and every one of the knowledge necessary to understand and assume the ways of working in this field. With an approach focused on practical application that will allow you to grow as a professional from the very beginning of this course.





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A comprehensive syllabus focused on acquiring knowledge and converting it into real skills, created to propel you to excellence”

Module 1. Hair transplantation using fuss technique

- 1.1. Concept/Definition.
 - 1.1.1. History and Evolution.
- 1.2. Safe Area Definition
- 1.3. Advantages
- 1.4. Disadvantages
 - 1.4.1. Scar
 - 1.4.2. Post-Operative
 - 1.4.3. Suture
- 1.5. Indications
- 1.6. Contraindications
 - 1.6.1. Keloids
 - 1.6.2. Black Race
- 1.7. Technical Aspects
 - 1.7.1. Dissection
 - 1.7.2. Trichophytic Closure
- 1.8. Post-Operative
- 1.9. Complications
 - 1.9.1. During Extraction: Undermining
 - 1.9.2. After Extraction: Bruising, Pain, Necrosis
 - 1.9.2.1. Treating Complications.

Module 2. Hair transplant using FUE technique

- 2.1. Hair Micrograft. Concept. Theory. History and Evolution.
- 2.2. Hair Transplant Indications.
- 2.3. Hair Transplant Contraindications.
- 2.4. Advantages and Disadvantages of the FUE Technique.
 - 2.4.1. Current Status of the FUE Technique.
- 2.5. Anesthesia of the Donor and Recipient Region.
- 2.6. Allergic Reactions and Anaphylactic Shock.
- 2.7. FUE Technique in Hair Implantology.
 - 2.7.1. Follicular Unit Selection.
 - 2.7.2. Instruments Used in the FUE Technique.
 - 2.7.3. Patient Design.
 - 2.7.4. Preparing the Patient and the Donor Site.
 - 2.7.5. Extracting Follicular Units.
 - 2.7.6. Follicular Unit Maintenance Solutions.
 - 2.7.7. Preparing the Receptor Site.
 - 2.7.8. Incisions.
 - 2.7.9. Implantation.
- 2.8. Implantation with Implanters.
- 2.9. FUE Technique Complications.
 - 2.9.1. Intra-Operative.
 - 2.9.2. Post-Operative

Module 3. Legal, Economic, and Marketing Aspects

- 3.1. Introduction to the Legal Regulations of Professional Development.
- 3.2. Medicolegal Aspects in the Practice of Trichology.
 - 3.2.1. Current Legislation on Medical Products, Cosmetics, Phytotherapeutic Products, etc.
 - 3.2.2. Authorized Products, Spanish Medicines Agency, Health Alert, Health Registration.
 - 3.2.3. Civil and Health Liability.
- 3.3. Legal and Economic Aspects of Free Exercise, Contracting Regimes, Personal Income Tax, VAT, etc.
- 3.4. Patient-Doctor Relationship.
 - 3.4.1. Informed Consent in Capillary Medicine and Surgery
 - 3.4.2. Data Protection, Medical Records Management and Archiving, Iconography (Acquisition and Archiving)
 - 3.4.3. Regulations in Relation to Patients.
- 3.5. Management of a Hair Transplantation and Capillary Medicine Practice.
 - 3.5.1. Regulations regarding Human Resources.
 - 3.5.2. Managing Complaints
- 3.6. Communication Skills in Hair Transplantation and Capillary Medicine.
- 3.7. Media Communication.
- 3.8. Interprofessional Communications.
 - 3.8.1. Ethical Principles.
- 3.9. Planning of a Hair Transplantation and a Capillary Medicine Unit.
- 3.10. Organization and Marketing. Sales Techniques for Capillary Surgeons.



05

Methodology

This training provides you with a different way of learning. Our methodology uses a cyclical learning approach: ***Re-learning***.

This teaching system is used in the most prestigious medical schools in the world, and major publications such as the ***New England Journal of Medicine*** have considered it to be one of the most effective.



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Discover Re-learning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

At TECH we use the Case Method

In a given situation, what would you do? Throughout the program, you will be presented with multiple simulated clinical cases based on real patients, where you will have to investigate, establish hypotheses and, finally, resolve the situation. There is abundant scientific evidence on the effectiveness of the method. Specialists learn better, faster, and more sustainably over time.

With TECH you can experience a way of learning that is shaking the foundations of traditional universities around the world.



According to Dr. Gervas, the clinical case is the annotated presentation of a patient, or group of patients, which becomes a "case", an example or model that illustrates some peculiar clinical component, either because of its teaching potential or because of its uniqueness or rarity. It is essential that the case is based on current professional life, trying to recreate the real conditions in the physician's professional practice.

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Did you know that this method was developed in 1912 at Harvard for law students? The case method consisted of presenting students with real-life, complex situations for them to make decisions and justify their decisions on how to solve them. In 1924, Harvard adopted it as a standard teaching method”

The effectiveness of the method is justified by four fundamental achievements:

1. Students who follow this method not only grasp concepts, but also develop their mental capacity by evaluating real situations and applying their knowledge.
2. The learning process has a clear focus on practical skills that allow the student to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.



Re-Learning Methodology

At TECH we enhance the Harvard case method with the best 100% online teaching methodology available: Re-learning.

Our University is the first in the world to combine the study of clinical cases with a 100% online learning system based on repetition, combining a minimum of 8 different elements in each lesson, which represent a real revolution with respect to simply studying and analyzing cases.



The physician will learn through real cases and by solving complex situations in simulated learning environments. These simulations are developed using state-of-the-art software to facilitate immersive learning.

At the forefront of world teaching, the Re-learning method has managed to improve the overall satisfaction levels of professionals who complete their studies, with respect to the quality indicators of the best Spanish-speaking online university (Columbia University).

With this methodology we have trained more than 250,000 physicians with unprecedented success, in all clinical specialties regardless of the surgical load. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Re-learning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

In our program, learning is not a linear process, but rather a spiral (we learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

The overall score obtained by our learning system is 8.01, according to the highest international standards.



In this program you will have access to the best educational material, prepared with you in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



Latest Techniques and Procedures on Video

We introduce you to the latest techniques, to the latest educational advances, to the forefront of current medical techniques. All this, in first person, with the maximum rigor, explained and detailed for your assimilation and understanding. And best of all, you can watch them as many times as you want.



Interactive Summaries

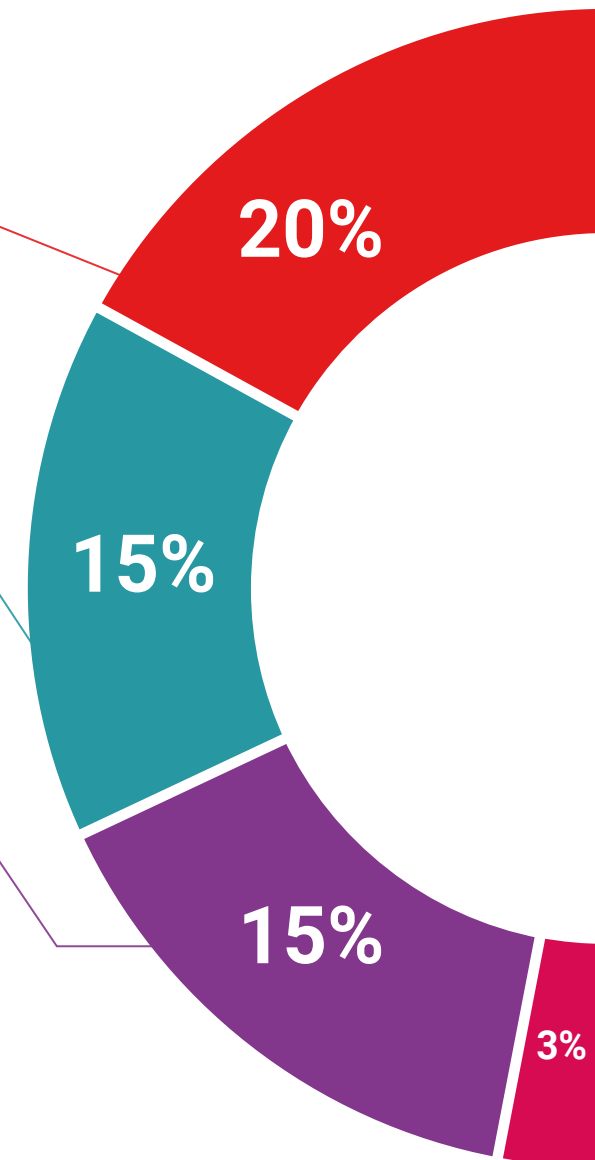
We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This unique multimedia content presentation training system was awarded by Microsoft as a "European Success Story".



Additional Reading

Recent articles, consensus documents, international guides. in our virtual library you will have access to everything you need to complete your training.





Expert-Led Case Studies and Case Analysis

Effective learning ought to be contextual. Therefore, we will present you with real case developments in which the expert will guide you through focusing on and solving the different situations: a clear and direct way to achieve the highest degree of understanding.



Testing & Re-testing

We periodically evaluate and re-evaluate your knowledge throughout the program, through assessment and self-assessment activities and exercises: so that you can see how you are achieving your goals.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an expert strengthens knowledge and memory, and generates confidence in our future difficult decisions.



Quick Action Guides

We offer you the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical, and effective way to help you progress in your learning.



06 Certificate

This **Postgraduate Diploma in Hair Transplantation: FUSS and FUE techniques. Legal, Economic and Marketing Aspects** guarantees you, in addition to the most rigorous and updated training, access to a Postgraduate Diploma issued by **TECH Technological University**.



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*Successfully complete this specialisation
and receive your university degree
without travel or laborious paperwork”*

This **Postgraduate Diploma in Hair Transplantation: FUSS and FUE techniques**. Legal, Economic and Marketing Aspects contains the most complete and up-to-date scientific program on the market.

Once the student has passed the evaluation, they will receive by post, with acknowledgement of receipt, his/her corresponding Postgraduate Diploma issued by **TECH Technological University**.

The diploma issued by **TECH Technological University** will reflect the qualification earned in the Postgraduate Diploma, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Diploma in Hair Transplantation: FUSS and FUE techniques. Legal, Economic and Marketing Aspects**

ECTS: **18**

Official Number of Hours: **450 hours**.



*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.

future
health confidence people
education information tutors
guarantee accreditation teaching
institutions technology learning
community commitment
personalized service innovation
knowledge present
online training
development languages
virtual classroom



Postgraduate Diploma

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Aspects, Economic and
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Course Modality: Online

Duration: 6 months.

Certificate: TECH Technological University

18 ECTS Credits

Teaching Hours: 450 hours.

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