Advanced Master's Degree
Senior Management of Real Estate Companies

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tech *technological university*

![tech technological university]

Advanced Master's Degree
Senior Management
of Real Estate Companies

- » Modality: **online**
- » Duration: **2 years**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

Website: **www.techtitute.com/us/school-of-business/advanced-master-degree/advanced-master-degree-senior-management-real-estate-companies**

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01
Welcome

Business management in the real estate sector is an increasingly complex and competitive field, as there are many variables that hinder the efficient administration of this type of organizations. At the same time, it is an area full of opportunities that can be exploited with the right strategic tools. Responding to this context, this program responds to the current needs of the real estate professional, offering comprehensive training in business management, finance, marketing and leadership. In addition, it is taught in a 100% online format, which allows students to combine their preparation with their professional career and adapt their study pace to their needs.

Advanced Master's Degree in Senior Management of Real Estate Companies.
TECH Technological University

Master all the keys to business management in the real estate sector and take your career to the next level thanks to this TECH Advanced Master's Degree"

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.

tech

" *TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

At TECH Technological University

Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.

The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies

Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000
executives prepared each year

+200
different nationalities

Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500 | collaborative agreements with leading companies

Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.

Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:

Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.

At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"

Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.

Academic Excellence

TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.

Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level"

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05 Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06 Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.

07 Improve *soft skills* and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08 You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to study with a team of world-renowned teachers.

04
Objectives

The objectives of this program focus on developing business management, finance, marketing and business leadership skills specific to the real estate industry. Students will acquire the necessary tools to understand consumer behavior and apply innovative techniques to attract and retain customers. At the end of the program, therefore, they will be prepared to lead and manage real estate companies effectively, adapting to the challenges of the current and future market.

"Prepare yourself to face the challenges of the current and future real estate market, acquiring the most advanced business management techniques for the real estate sector"

TECH makes the goals of their students their own goals too. Working together to achieve them.

The Advanved Master's Degree in Senior Management of Real Estate Companies will train students to:

01 Define the latest trends in business management, taking into account the globalized environment that governs senior management criteria

04 Develop strategies to carry out decision-making in a complex and unstable environment

02 Develop the key leadership skills that should define working professionals

03 Follow the sustainability criteria set by international standards when developing a business plan

05 Create corporate strategies that set the script for the company to follow in order to be more competitive and achieve its own objectives

06 Develop the skills required to manage business activities strategically

08 Be able to manage the company's economic and financial plan

09 Understand the logistic operations that are necessary in the business environment, so as to manage them appropriately

07 Acquire the communication skills that a business leader needs in order to ensure that their message is heard and understood by the members of their community

10 Be able to apply information and communication technologies to the different areas within a company

11 Carry out the marketing strategy that allows us to make our product known to our potential clients and to generate a suitable image of our company

14 Know the functioning of the land registry and the registry procedure in its entirety

12 Be able to develop all the phases of a business idea: design, feasibility plan, execution, monitoring

13 Create innovative strategies in line with our projects

15 Manage the rights and obligations of buyers and sellers

16 Identify the different types of sales contracts and their obligations and implications

18 Establish the different types of valuation to be able to choose the most convenient at any given time
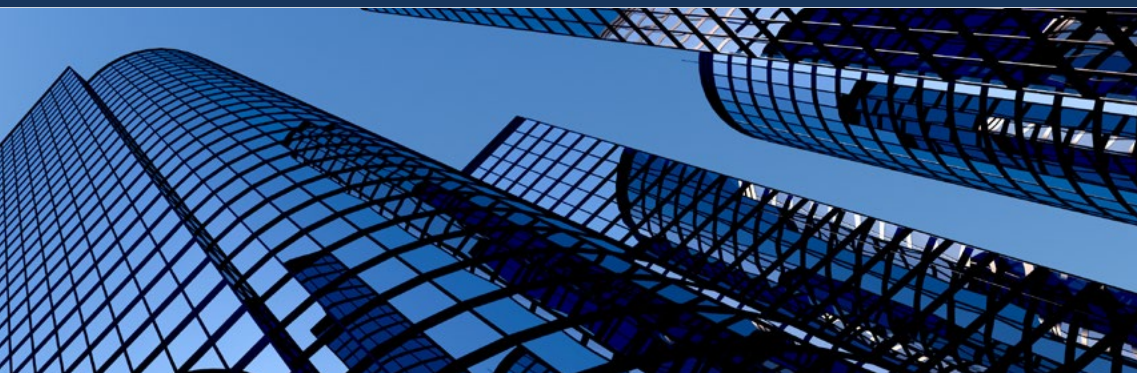
19 To know the different valuation methodologies and the use of each one of them

17 To delve into the rules governing the different types of leasing contracts

20 Obtain the necessary knowledge to make an initial assessment of the project and see its feasibility at the economic, technical and regulatory levels

05
Skills

Students in this program will master the most innovative tools and techniques to understand consumer behavior and engage customers in the ever-evolving real estate industry. In addition, they will focus on the latest trends in proptech and digital technology, to keep abreast of new opportunities and market transformations. Students will have the opportunity to apply their skills in hands-on projects and in collaboration with industry professionals, allowing them to gain valuable real-world experience. Upon completion of the program, students will be equipped with the skills necessary to lead their companies to success in the global real estate market.

" *Master the most advanced management techniques and strategies in the real estate field, delving into aspects such as Proptech*"

01 Resolve business conflicts and problems between workers

04 Control the company's logistics processes, as well as purchasing and procurement

02 Correctly manage teams to improve productivity and, therefore, the company's profits

03 Exercise economic and financial control of a company

05 Delve into the new business models associated with information systems

06 Apply the most appropriate strategies to support e-commerce of the company's products

08 Focus on innovation in all processes and areas of the company

09 Lead the different projects in a company

07 Develop and lead marketing plans

10 Commit to sustainably developing the company, avoiding environmental impacts

11 Identify taxes and tax obligations

14 Manage the drafting procedure for the different types of earnest money contracts

12 Establish the taxes implicit in any type of real estate transaction

13 Drafting of pre-sale formalities

15 Differentiate and define between the types of values used

16 Perform a full valuation report

17 Discern between the most appropriate construction techniques, based on technical and economic benefits and drawbacks

18 Elaborate in a precise way the measurements needed for the correct preparation of a budget

19 Distinguish between the different types of companies involved in wealth management, knowing their advantages and disadvantages

20 Conduct source product and end-buyer surveys

06

Structure and Content

The syllabus of the Advanced Master's Degree Senior Management of Real Estate Companies offers a wide range of topics essential to successfully lead real estate companies in today's market. Students will study best practices in business management specific to the real estate industry, such as financial decision making, market analysis and project management. In addition, they will focus on the latest trends in proptech and digital technology, which will allow them to identify business opportunities and adapt to changes in the market. Students will also have the opportunity to develop skills in leadership, strategy and critical thinking to lead their teams to success.

Acquire the management skills you need to stand out in an increasingly competitive and complex market, with a 100% online academic program"

Syllabus

The Advanced Master's Degree Senior Management of Real Estate Companies of TECH Technological University is an intensive program that prepares students to face challenges and business decisions both nationally and internationally. Its content is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Throughout 3,000 hours of study, the student will analyze a multitude of practical cases through individual work, achieving high quality learning that can be applied to their daily practice. It is, therefore, an authentic immersion in real business situations.

This program deals in depth with the main areas of the real estate business and is designed for managers to understand business management from a strategic, international and innovative perspective.

A plan designed for students, focused on their professional improvement and that prepares them to achieve excellence in the field of real estate management. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the competencies to solve critical situations in a creative and efficient way.

This program takes place over 24 months and is divided into 18 modules:

Module 1.	Leadership, Ethics, and CSR
Module 2.	Commercial Management, Marketing, and Corporate
Module 3.	Communication
Module 4.	Strategic direction and executive management
Module 5.	People and Talent Management
Module 6.	Human factor management
Module 7.	Economic and Financial Management
Module 8.	Real estate investments: Financial analysis and wealth
Module 9.	Management
Module 10.	Operations and Logistics Management

Where, When and How is it Taught?

TECH offers you the possibility of taking this program completely online. Throughout the 24 months of training, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

Module 11.	Innovation and Project Management
Module 12.	Management of real estate operations: leasing
Module 13.	Management of real estate transactions: Purchase and sale
Module 14.	Information Systems Management
Module 15.	Technology applied to Real Estate
Module 16.	International real estate law and taxation in real estate Transactions
Module 17.	Real estate appraisals and valuations
Module 18.	Urban Law

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. Leadership, Ethics, and CSR.

1.1. Globalization and Governance
1.1.1. Globalization and Trends: Market Internationalization
1.1.2. Economic Environment and Corporate Governance
1.1.3. Accountability

1.2. Leadership
1.2.1. Intercultural Environment
1.2.2. Leadership and Business Management
1.2.3. Management Roles and Responsibilities

1.3. Business ethics
1.3.1. Ethics and Integrity
1.3.2. Ethical Behavior in Companies
1.3.3. Deontology, Codes of Ethics and Codes of Conduct
1.3.4. Fraud and Corruption Prevention

1.4. Sustainability
1.4.1. Business and Sustainable Development
1.4.2. Social, Environmental, and Economic Impact
1.4.3. The 2030 Agenda and the SDGs

1.5. Corporate Social Responsibility
1.5.1. Corporate Social Responsibility
1.5.2. Roles and Responsibilities
1.5.3. Implementing Corporate Social Responsibility

Module 2. Commercial Management, Marketing, and Corporate Communication

2.1. Commercial Management
2.1.1. Sales Management
2.1.2. Commercial Strategy
2.1.3. Sales and Negotiation Techniques
2.1.4. Management of Sales Teams

2.2. Marketing
2.2.1. Marketing and the Impact on the Company
2.2.2. Basic Marketing Variables
2.2.3. Marketing Plan

2.3. Strategic Marketing Management
2.3.1. Sources of Innovation
2.3.2. Current Trends in Marketing
2.3.3. Marketing Tools
2.3.4. Marketing Strategy and Communication with Customers

2.4. Digital Marketing Strategy
2.4.1. Approach to Digital Marketing
2.4.2. Digital Marketing Tools
2.4.3. Inbound Marketing and the Evolution of Digital Marketing

2.5. Sales and Communication Strategy
2.5.1. Positioning and Promotion
2.5.2. Public Relations
2.5.3. Sales and Communication Strategy

2.6. Corporate Communication
2.6.1. Internal and External Communication
2.6.2. Communication Departments
2.6.3. Communication Managers: Managerial Skills and Responsibilities

2.7. Corporate Communication Strategy
2.7.1. Corporate Communication Strategy
2.7.2. Communication Plan
2.7.3. Press Release/Clipping/Publicity Writing

Module 3. Strategic direction and executive management

3.1. Organizational Analysis and Design
3.1.1. Organizational Culture
3.1.2. Organisational analysis
3.1.3. Designing the Organizational Structure

3.2. Corporate Strategy
3.2.1. Corporate-Level Strategy
3.2.2. Types of Corporate-Level Strategies
3.2.3. Determining the Corporate Strategy
3.2.4. Corporate Strategy and Reputational Image

3.3. Strategic Planning and Strategy Formulation
3.3.1. Strategic Thinking
3.3.2. Strategic Planning and Formulation
3.3.3. Sustainability and Corporate Strategy

3.4. Strategy Models and Patterns
3.4.1. Wealth, Value, and Return on Investments
3.4.2. Corporate Strategy: Methods
3.4.3. Growing and Consolidating the Corporate Strategy

3.5. Strategic Management
3.5.1. Strategic Mission, Vision, and Values
3.5.2. Balanced Scorecard
3.5.3. Analyzing, Monitoring, and Evaluating the Corporate Strategy
3.5.4. Strategic management and reporting

3.6. Implementing and Executing Strategy
3.6.1. Implementing the Strategy: Objectives, Actions, and Impacts
3.6.2. Supervision and Strategic Alignment
3.6.3. Continuous Improvement Approach

3.7. Executive Management
3.7.1. Integrating Functional Strategies into the Global Business Strategies
3.7.2. Executive Management and Process Development
3.7.3. Gestión del conocimiento

3.8. Analysis and Resolution of Cases/ Problems
3.8.1. Problem Solving Methodology
3.8.2. Case Method
3.8.3. Positioning and Decision-Making

Module 4. People and Talent Management

4.1. Organizational Behavior
4.1.1. Organizational Theory
4.1.2. Key Factors for Change in Organizations
4.1.3. Corporate Strategies, Types, and Knowledge Management

4.2. Strategic People Management
4.2.1. Job Design, Recruitment, and Selection
4.2.2. Human Resources Strategic Plan: Design and Implementation
4.2.3. Job Analysis: Design and Selection of People
4.2.4. Training and Professional Development

4.3. Management and Leadership Development
4.3.1. Management Skills: 21st Century Skills and Abilities
4.3.2. Non-Managerial Skills
4.3.3. Map of Skills and Abilities
4.3.4. Leadership and People Management

4.4. Change Management
4.4.1. Performance Analysis
4.4.2. Strategic Approach
4.4.3. Change Management: Key Factors, Process Design and Management
4.4.4. Continuous Improvement Approach

4.5. Negotiation and Conflict Management
4.5.1. Negotiation Objectives: Differentiating Elements
4.5.2. Effective Negotiation Techniques
4.5.3. Conflicts: Factors and Types
4.5.4. Efficient Conflict Management: Negotiation and Communication

4.6. Executive Communication
4.6.1. Performance Analysis
4.6.2. Leading Change. Resistance to Change
4.6.3. Managing Change Processes
4.6.4. Managing Multicultural Teams

4.7. Team Management and People Performance
4.7.1. Multicultural and Multidisciplinary Environment
4.7.2. Team and People Management
4.7.3. Coaching and People Performance
4.7.4. Executive Meetings: Planning and Time Management

4.8. Knowledge and Talent Management
4.8.1. Identifying Knowledge and Talent in Organizations
4.8.2. Corporate Knowledge and Talent Management Models
4.8.3. Creativity and Innovation

Module 5. Human factor management

5.1. Importance of the human team
5.1.1. General Aspects
5.1.2. Human resources fundamentals and strategies
5.1.3. Professional Ethics
5.1.4. Decision making: financial and data-driven

5.2. Areas of Human Resources
5.2.1. Employee Work Cycle Management
5.2.2. People development and talent management
5.2.3. Labor compensation systems
5.2.4. Employer branding

5.3. Talent attraction and training
5.3.1. Business Management from the the peoples perspective
5.3.2. Strategies
5.3.3. Design of workstations
5.3.4. Recruitment, selection and attraction of talent
5.3.5. Training and career plan

5.4. Digitization of work teams
5.4.1. New trends in managing people
5.4.2. Virtual Team Management
5.4.3. Work digitization and teleworking
5.4.4. Cultural diversity
5.4.5. Challenges of employees in today's work environment

5.5. Coaching
5.5.1. History and origin
5.5.2. Active Listening
5.5.3. Powerful questions
5.5.4. Rapport
5.5.5. SMART Objectives

5.6. The Coaching Process
5.6.1. Coaching tools
5.6.2. The wheel
5.6.3. Intuition
5.6.4. Target for objectives

5.7. Emotional Intelligence
5.7.1. Concept and importance in the work environment
5.7.2. The 6 fundamental emotions
5.7.3. M.I.D.E. Method
5.7.4. C.O.R.T.A. Method

5.8. Executive coaching: Leadership
5.8.1. Stake Holders and process steps
5.8.2. Leadership and charisma
5.8.3. Leadership tools
5.8.4. Leadership styles

5.9. Motivation and effective use of time
5.9.1. Definition and concept of motivation
5.9.2. Team motivation techniques
5.9.3. Valuation of the use of time and its causes
5.9.4. Influencing Factors

5.10. Data analysis in personnel management
5.10.1. Big Data applied to Human Resources
5.10.2. Human Resources analysis, indicators and metrics
5.10.3. Methodology for the analysis: qualitative and quantitative
5.10.4. Interpretation of Results

Module 6. Economic and Financial Management

6.1. Economic Environment
6.1.1. Organizational Theory
6.1.2. Key Factors for Change in Organizations
6.1.3. Corporate Strategies, Types, and Knowledge Management

6.2. Executive Accounting
6.2.1. International Accounting Framework
6.2.2. Introduction to the Accounting Cycle
6.2.3. Company Financial Statements
6.2.4. Analysis of Financial Statements: Decision-Making

6.3. Budget and Management Control
6.3.1. Budgetary Planning
6.3.2. Management Control: Design and Objectives
6.3.3. Supervision and reporting

6.4. Corporate Tax Responsibility
6.4.1. Corporate Tax Responsibility
6.4.2. Tax Procedure: Case-Country Approach

6.5. Corporate Control Systems
6.5.1. Types of Control
6.5.2. Regulatory Compliance / Compliance
6.5.3. Internal Auditing
6.5.4. External Auditing

6.6. Financial Management
6.6.1. Introduction to Financial Management
6.6.2. Financial Management and Corporate Strategy
6.6.3. Chief Financial Officer or Chief Financial Officer (CFO): managerial skills

6.7. Financial Planning
6.7.1. Business Models and Financing Needs
6.7.2. Financial Analysis Tools
6.7.3. Short-Term Financial Planning
6.7.4. Long-Term Financial Planning

6.8. Corporate Financial Strategy
6.8.1. Corporate Financial Investments
6.8.2. Strategic Growth: Types

6.9. Macroeconomic Context
6.9.1. Macroeconomic Analysis
6.9.2. Economic Indicators
6.9.3. Economic Cycle
6.10. Strategic Financing
6.10.1. Banking Business: Current Environment
6.10.2. Risk Analysis and Management

6.11. Money and Capital Markets
6.11.1. Fixed Income Market
6.11.2. Variable Income Market
6.11.3. Valuation of Companies

6.12. Analysis and Resolution of Cases/Problems
6.12.1. Problem Solving Methodology
6.12.2. Case Method

Module 7. Real estate investments: Financial analysis and wealth management

7.1. Financial Analysis
7.1.1. Economic Profitability
7.1.2. Financial Profitability
7.1.3. Financial Leverage
7.1.4. Liquidity and Solvency Ratios
7.1.5. Liquidity and solvency ratios

7.2. Risk and financial risk analysis
7.2.1. Concept of risk and previous considerations
7.2.2. Types of Risk
7.2.3. Financial Equilibrium Conditions
7.2.4. Working capital or working capital

7.3. Land development
7.3.1. Typologies of partnerships for land development
7.3.2. The developer
7.3.3. Self-promotion
7.3.4. The cooperative

7.4. Wealth management company
7.4.1. Concept
7.4.2. Types of Businesses
7.4.3. Requirements
7.4.4. Taxation
7.4.5. Advantages and Disadvantages

7.5. Real Estate Investment Trusts
7.5.1. Concept
7.5.2. Operation
7.5.3. Taxation
7.5.4. Advantages and Disadvantages

7.6. Open-Ended Investment Companies
7.6.1. Concept
7.6.2. Operation
7.6.3. Taxation
7.6.4. Advantages and Disadvantages

7.7. Investment Funds
7.7.1. Concept
7.7.2. Operation
7.7.3. Taxation
7.7.4. Advantages and Disadvantages

7.8. Real estate investment assets
7.8.1. Residencial Case
7.8.2. Offices
7.8.3. Commercial
7.8.4. Industrial
7.8.5. Land

7.9. Income Tax and VAT
7.9.1. Definition and concepts of Personal Income Tax
7.9.2. Return on equity
7.9.3. Performance of the activity
7.9.4. General Aspects
7.9.5. Application
7.9.6. Exemptions

7.10. Real estate financing
7.10.1. Sources of Financing
7.10.2. Interest rate
7.10.3. Amortization of loans
7.10.4. Financial Income

Module 8. Operations and Logistics Management

8.1. Operations Management
8.1.1. Define the Operations Strategy
8.1.2. Supply Chain Planning and Control
8.1.3. Indicator Systems

8.2. Purchasing Management
8.2.1. Stock Management
8.2.2. Warehouse Management
8.2.3. Purchasing and Procurement Management

8.3. Supply Chain Management (1)
8.3.1. Costs and Efficiency of the Operations Chain
8.3.2. Change in Demand Patterns
8.3.3. Change in Operations Strategy

8.4. Supply Chain Management (2). Implementation
8.4.1. Lean Manufacturing / Lean Thinking
8.4.2. Logistics Management
8.4.3. Purchasing

8.5. Logistical Processes
8.5.1. Organization and Management by Processes
8.5.2. Procurement, Production, Distribution
8.5.3. Quality, Quality Costs, and Tools
8.5.4. After-Sales Service

8.6. Logistics and Customers
8.6.1. Demand Analysis and Forecasting
8.6.2. Sales Forecasting and Planning
8.6.3. Collaborative Planning, Forecasting, and Replacement

8.7. International Logistics
8.7.1. Customs, Export and Import processes
8.7.2. Methods and Means of International Payment
8.7.3. International Logistics Platforms

8.8. Competing through Operations
8.8.1. Innovation in Operations as a Competitive Advantage in the Company
8.8.2. Emerging Technologies and Sciences
8.8.3. Information Systems in Operations

Module 9. Innovation and Project Management

9.1. Innovation
9.1.1. Macro Concept of Innovation
9.1.2. Types of Innovation
9.1.3. Continuous and Discontinuous Innovation
9.1.4. Training and Innovation

9.2. Innovation Strategy
9.2.1. Innovation and Corporate Strategy
9.2.2. Global Innovation Project: Design and Management
9.2.3. Innovation Workshops

9.3. Business Model Design and Validation
9.3.1. The Lean Startup Methodology
9.3.2. Innovative Business Initiative: Stages
9.3.3. Financing Arrangements
9.3.4. Model Tools: Empathy Map, Canvas Model, and Metrics
9.3.5. Growth and Loyalty

9.4. Project Management
9.4.1. Innovation Opportunities
9.4.2. Feasibility Study and Proposal Specification
9.4.3. Project Definition and Design
9.4.4. Project Execution
9.4.5. Project Closure

Module 10. Management of real estate operations: leasing

10.1. Introduction to leasing
10.1.1. Definition of lease
10.1.2. Characteristics of the contract
10.1.3. Scope of Application
10.1.4. Common regulatory standards

10.2. Lease agreement
10.2.1. Concept and Characteristics
10.2.2. Elements of the lease contract
10.2.3. common Rights and Duties of the leases
10.2.4. Common rights and duties of the lessor

10.3. Residential lease agreement
10.3.1. Regulatory nature
10.3.2. Sublease and lease assignment
10.3.3. Duration and subject matter of the contract
10.3.4. The rent

10.4. Lease agreement for use other than as a dwelling
10.4.1. Regulatory nature
10.4.2. Sublease and lease assignment
10.4.3. Duration and subject matter of the contract
10.4.4. The rent

10.5. Lease agreement for tourist use
10.5.1. Definition and General Aspects
10.5.2. Scope of Application
10.5.3. Regulatory standards and particular characteristics
10.5.4. Change of use of premises for rental for tourism use

10.6. The bond
10.6.1. Definition and General Aspects
10.6.2. Updating of the bond
10.6.3. Restitution of the bond
10.6.4. Supplementary guarantees

10.7. Formalization of the lease
10.7.1. Formalizing the Contract
10.7.2. Document requirements
10.7.3. Purpose and types of contract
10.7.4. Contract models

10.8. Termination of the lease
10.8.1. Definition and causes: Suspension, termination and extinction
10.8.2. Habitability of the dwelling
10.8.3. Obligation Incompliance
10.8.4. Termination of the lease

10.9. Forced termination of the lease
10.9.1. Definition and General Aspects
10.9.2. Eviction lawsuit
10.9.3. Legal procedure in case of non-payment
10.9.4. Other causes of forced termination of the lease

10.10. Leasing as an investment business model
10.10.1. Profitability of housing leasing
10.10.2. Definition and concept of rental for tourist use
10.10.3. Profitability of leasing for tourist use
10.10.4. Taxation of leasing

Module 11. Management of real estate transactions: Purchase and sale

11.1. Introduction to the sale and purchase transaction
11.1.1. Definition and concept
11.1.2. Purpose and requirements
11.1.3. General aspects of buying and selling
11.1.4. The thing and the price

11.2. Powers of the parties involved
11.2.1. Capacity and incapacity
11.2.2. Prohibitions on purchase and disposal
11.2.3. Limitations on buying and selling
11.2.4. Purchase and sale of encumbered and/or leased property

11.3. Pre-purchase formalities
11.3.1. Pre-purchase formalities
11.3.2. Letter of Intent
11.3.3. Precontract and promise of sale
11.3.4. Option to purchase

11.4. Real Estate Due Diligence
11.4.1. Definition and aspects to be considered
11.4.2. Information Sources
11.4.3. The Due Diligence Process
11.4.4. The report

11.5. Deposit agreement
11.5.1. Definition and types of earnest money contracts
11.5.2. Confirmatory deposits
11.5.3. Penitential deposits
11.5.4. Penalty deposits

11.6. Contract of sale
11.6.1. Definition and General Aspects
11.6.2. Concept and characteristics of the contract
11.6.3. Perfection of the contract
11.6.4. Formalizing the Contract

11.7. Obligations of the Seller
11.7.1. Delivery of the property
11.7.2. Conservation and custody
11.7.3. Sanitation
11.7.4. Expenses and taxes

11.8. Obligations of the Buyer
11.8.1. Pago del precio
11.8.2. Payment Methods
11.8.3. Purchase and sale with deferred payment and warranties
11.8.4. Expenses and taxes

11.9. Termination of the purchase contract
11.9.1. Definition and General Aspects
11.9.2. Termination of the contract and its causes
11.9.3. Common right of first refusal
11.9.4. Unilateral withdrawal

11.10. Models of purchase contracts
11.10.1. Letter of Intent
11.10.2. Promise of sale
11.10.3. Deposit agreement
11.10.4. Purchase option contract

Module 12. Information Systems Management

12.1. Information Systems Management
12.1.1. Business Information Systems
12.1.2. Strategic Decisions
12.1.3. The Role of the CIO

12.2. Information Technology and Business Strategy
12.2.1. Company and Industry Sector Analysis
12.2.2. Online Business Models
12.2.3. The Value of IT in a Company

12.3. IS Strategic Planning
12.3.1. The Process of Strategic Planning
12.3.2. Formulating the IS Strategy
12.3.3. Strategy Implementation Plan

12.4. Information Systems and Business Intelligence
12.4.1. CRM and Business Intelligence
12.4.2. Business Intelligence Project Management
12.4.3. Business Intelligence Architecture

12.5. New ICT-Based Business Models
12.5.1. Technology-Based Business Models
12.5.2. Innovation Abilities
12.5.3. Redesigning the Value Chain Processes

12.6. E-Commerce
12.6.1. E-Commerce Strategic Plan
12.6.2. Logistics Management and Customer Service in E-Commerce

12.7. E-Business Strategies
12.7.1. Social Media Strategies
12.7.2. Optimizing Service Channels and Customer Support
12.7.3. Digital Regulation

12.8. Digital Business
12.8.1. Mobile eCommerce
12.8.2. Design and Usability
12.8.3. E-Commerce Operations

Module 13. Technology applied to Real Estate

13.1. New technologies: PropTech
13.1.1. Introduction
13.1.2. The process of change: Internet and SEO positioning
13.1.3. The process of change: Blockchain and Artificial Intelligence
13.1.4. Tools for digital transformation

13.2. Social media
13.2.1. Definition
13.2.2. Specific Aspects
13.2.3. Uses applied to Real Estate
13.2.4. Main market operators

13.3. Big Data
13.3.1. Definition
13.3.2. Specific Aspects
13.3.3. Uses applied to Real Estate
13.3.4. Main market operators

13.4. Market place
13.4.1. Definition
13.4.2. Specific Aspects
13.4.3. Uses applied to Real Estate
13.4.4. Main market operators

13.5. MLS
13.5.1. Definition
13.5.2. Specific Aspects
13.5.3. Uses applied to Real Estate
13.5.4. Main market operators

13.6. Customer Relationship Management (CRM)
13.6.1. Definition
13.6.2. Specific Aspects
13.6.3. Uses applied to Real Estate
13.6.4. Main market operators

13.7. Crowdfunding
13.7.1. Definition
13.7.2. Specific Aspects
13.7.3. Uses applied to Real Estate
13.7.4. Main market operators

13.8. Fintech
13.8.1. Definition
13.8.2. Specific Aspects
13.8.3. Uses applied to Real Estate
13.8.4. Main market operators

13.9. Artificial Intelligence and Virtual Reality
13.9.1. Definition
13.9.2. Specific Aspects
13.9.3. Uses applied to Real Estate
13.9.4. Main market operators

13.10. Automatic processes: Chatbot
13.10.1. Definition
13.10.2. Specific Aspects
13.10.3. Uses applied to Real Estate
13.10.4. Main market operators

Module 14. International real estate law and taxation in real estate transactions

14.1. Introduction to Common Real Estate Law
14.1.1. General aspects of common real estate law
14.1.2. Registry security
14.1.3. Characteristics of common real estate law
14.1.4. International Real Estate Law

14.2. Common real property rights
14.2.1. Definition and concept
14.2.2. Common property rights
14.2.3. Beneficial interest
14.2.4. Easements and ownership limitations

14.3. The estate and immatriculation
14.3.1. Definition and Basic Concepts
14.3.2. Types and description of properties
14.3.3. Relationship between cadastre and registry
14.3.4. Registration
14.3.5. Ownership file

14.4. Property Registration
14.4.1. General aspects of the Registry
14.4.2. The registrant
14.4.3. Registration records
14.4.4. Registry publicity

14.5. Registration procedure
14.5.1. The presentation entry
14.5.2. Registry qualification
14.5.3. Registration in the Land Registry
14.5.4. Preventive annotations
14.5.5. Other registry entries

14.6. Horizontal ownership
14.6.1. Definition and basics
14.6.2. Constitution
14.6.3. Extinction
14.6.4. Analogous figures

14.7. Common security rights: mortgages
14.7.1. Common security rights
14.7.2. The real estate mortgage
14.7.3. The object and obligation of the mortgage
14.7.4. Extinguishment of the mortgage

14.8. Introduction to common real estate taxation
14.8.1. Definition and concept
14.8.2. General aspects of common real estate taxation
14.8.3. Common obligations and rights of the parties involved
14.8.4. Taxes and tax obligations

14.9. Value Added Tax
14.9.1. Definition and concept
14.9.2. Taxable events
14.9.3. Exemptions and deductions
14.9.4. International acquisitions
14.9.5. Taxable income

14.10. Other Taxes
14.10.1. Property transfer tax and stamp duty
14.10.2. Wealth tax
14.10.3. Inheritance and gift tax
14.10.4. Other common taxes

Module 15. Real estate appraisals and valuations

15.1. Introduction to real estate valuation
15.1.1. General Concepts
15.1.2. Definition of Concepts
15.1.3. Purpose of real estate appraisals
15.1.4. Objectives and function of real estate valuations

15.2. Urban construction concepts
15.2.1. Building use
15.2.2. Building elements
15.2.3. Concept of buildability
15.2.4. Types of surfaces for valuation purposes

15.3. Value
15.3.1. Definition and General Aspects
15.3.2. Use value, exchange value
15.3.3. Market value, price, cost
15.3.4. Other value concepts

15.4. International valuation standards
15.4.1. Assessment Criteria
15.4.2. IFRS (International Financial Reporting Standards)
15.4.3. US GAAP (US Generally Accepted Accounting Principles)
15.4.4. ASBJ (Accounting Standards Board of Japan)
15.4.5. Difference between international regulatory frameworks

15.5. Valuation fundamentals and structure
15.5.1. Valuation fundamentals
15.5.2. Valuation typologies
15.5.3. Valuation Methods
15.5.4. Valuation structure

15.6. Comparative method
15.6.1. Definition and General Aspects
15.6.2. Market Research
15.6.3. Information analysis and value determination
15.6.4. Homogenization of samples

15.7. Cost method
15.7.1. Definition and General Aspects
15.7.2. Purpose and scope of application
15.7.3. Replacement value
15.7.4. Depreciation

15.8. Residual and capitalization method
15.8.1. Definition and General Aspects
15.8.2. Unit value and impact value
15.8.3. Capitalization techniques
15.8.4. Components of a rental property valuation

15.9. The valuation report
15.9.1. Definition and Characteristics
15.9.2. Formal aspects of the report
15.9.3. Structure of the valuation report
15.9.4. Appraiser's liability

15.10. Judicial expert
15.10.1. Definition and fields of application
15.10.2. Expert recognition
15.10.3. Types of expert reports
15.10.4. Structure and preparation of the expert report

Module 16. Real estate development: Construction and renovation

16.1. Planning
16.1.1. New construction
16.1.2. Reforms
16.1.3. Regulations and previous formalities
16.1.4. Documentation

16.2. Design
16.2.1. New construction
16.2.2. Reforms
16.2.3. Project
16.2.4. Planimetry

16.3. Foundations
16.3.1. Superficial
16.3.2. Foundations
16.3.3. Earth containment
16.3.4. Quality and regulatory controls

16.4. Structure
16.4.1. Structural elements
16.4.2. New construction
16.4.3. Reforms
16.4.4. Quality and regulatory controls

16.5. Construction Techniques
16.5.1. Materials and characteristics
16.5.2. Traditional construction systems
16.5.3. Prefabricated Constructive Systems
16.5.4. Details and finishes

16.6. Facilities
16.6.1. Accessibility and fire protection
16.6.2. Ventilation and Air Conditioning
16.6.3. Water supply
16.6.4. Sanitation
16.6.5. Regulations

16.7. Measurements and budgets
16.7.1. Basic Concepts
16.7.2. Planning
16.7.3. Realization
16.7.4. Variations

16.8. Execution of work
16.8.1. Planning
16.8.2. Development
16.8.3. Documentation
16.8.4. Construction control

16.9. Construction control
16.9.1. Agents
16.9.2. Development
16.9.3. Documentation
16.9.4. Certification

16.10. Responsibilities
16.10.1. Agents
16.10.2. Criminal law
16.10.3. Civil law
16.10.4. Morals

Module 17. Importance of the final product: Interior Design and Home Staging

17.1. Introduction
17.1.1. Interior design: A Bit of History
17.1.2. Materials applied in interiors
17.1.3. Systems applied indoors
17.1.4. Sustainability in interior design

17.2. Study of the source product
17.2.1. Definition and concept
17.2.2. Guidelines to consider
17.2.3. Study structure
17.2.4. Definition of Objectives

17.3. End-buyer study
17.3.1. Definition and concept
17.3.2. Guidelines to consider
17.3.3. Study structure
17.3.4. Definition of Objectives

17.4. Methodology and Tools
17.4.1. Programs and applications used in design
17.4.2. Lighting
17.4.3. Applied design in furniture
17.4.4. Design applied to construction elements

17.5. Construction and Rehabilitation
17.5.1. Definition and concept
17.5.2. Prior Studies
17.5.3. Budget selection
17.5.4. Reform implementation

17.6. New space design
17.6.1. Design for Living
17.6.2. Relationship between Spaces and People
17.6.3. Anthropological Basis
17.6.4. Psychological foundations of design: biophilic design
17.6.5. Distribution of Space
17.6.6. Furniture layout
17.6.7. Lighting

17.7. Decoration/Emotional Interior Design
17.7.1. Trends
17.7.2. Decorative styles
17.7.3. Color and texture
17.7.4. Materials

17.8. *Home Staging*
17.8.1. Consulting
17.8.2. Physical Home Staging
17.8.3. Virtual Home Staging
17.8.4. Express Home Staging

17.9. Product presentation
17.9.1. General Considerations
17.9.2. Property preparation
17.9.3. Photographs of the asset
17.9.4. Sales dossier

17.10. Final product sales strategy
17.10.1. General Considerations
17.10.2. Advertising tools
17.10.3. Marketing Plan
17.10.4. Sales strategies

Module 18. Urban Law

18.1. Introduction to common urban law
18.1.1. Concept
18.1.2. General Considerations
18.1.3. Urban development activity
18.1.4. Intervening agents

18.2. Land market intervention instruments
18.2.1. Public Land Patrimonies
18.2.2. Common surface right
18.2.3. Right of first refusal
18.2.4. Right of withdrawal

18.3. Protection of the common urban legality
18.3.1. Irregular building acts
18.3.2. Certificates of habitability
18.3.3. Urban inspection services
18.3.4. Means of defense for individuals
18.3.5. Sanctioning regime: urban planning infractions and penalties

18.4. Penalty Regime
18.4.1. Urban sanctioning law. Inspiring principles
18.4.2. Urban infractions
18.4.3. Persons responsible for urban infractions
18.4.4. Urban development sanctions
18.4.5. Sanctions procedure
18.4.6. Crimes against land use planning

18.5. Administrative intervention in the building and use of common land
18.5.1. Urban planning licenses: concept and nature
18.5.2. Acts subject to urban planning licenses and obligated parties
18.5.3. Types of urban planning licenses
18.5.4. Building or construction licenses according to land class
18.5.5. Licensing procedure
18.5.6. Effects and termination of the license
18.5.7. Jurisdictional review
18.5.8. The duty of conservation
18.5.9. Execution orders
18.5.10. Declaration of ruin

18.6. Urban Development Land
18.6.1. Definition
18.6.2. Urban land
18.6.3. Rural land
18.6.4. Land for development

18.7. Urban planning status of land ownership
18.7.1. Legislation applicable to the urban planning status of common land ownership
18.7.2. Classification and qualification of land
18.7.3. Urban land regime
18.7.4. Common urban development rights
18.7.5. Common urban planning obligations

18.8. Access to the Land Registry for urban development actions
18.8.1. Introduction
18.8.2. Registrable acts
18.8.3. Reparcelization projects
18.8.4. Urban expropriations
18.8.5. Land transfers in new construction projects
18.8.6. Acts of subdivision
18.8.7. Transfers subject to common right of first refusal and pre-emption rights

18.9. Urban development agreements
18.9.1. General aspects of urban planning agreements
18.9.2. Urban planning agreements
18.9.3. Urban development agreements for execution
18.9.4. Urban expropriation agreements
18.9.5. Urban development agreements between public administrations
18.9.6. Challenging urban development agreements
18.9.7. Registration issues

18.10. Land management in the environmental field
18.10.1. Correcting territorial imbalances
18.10.2. Effectiveness and efficiency in public policies economic and social cohesion
18.10.3. Preservation of natural and heritage areas and resources
18.10.4. Relationship between city and country

Delve into the field of business management, applying innovative techniques in finance, marketing and business leadership specific to the real estate industry in your daily work"

07
Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**
This teaching system is used, for example, 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.

"

Discover Relearning, 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"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

"*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world*"
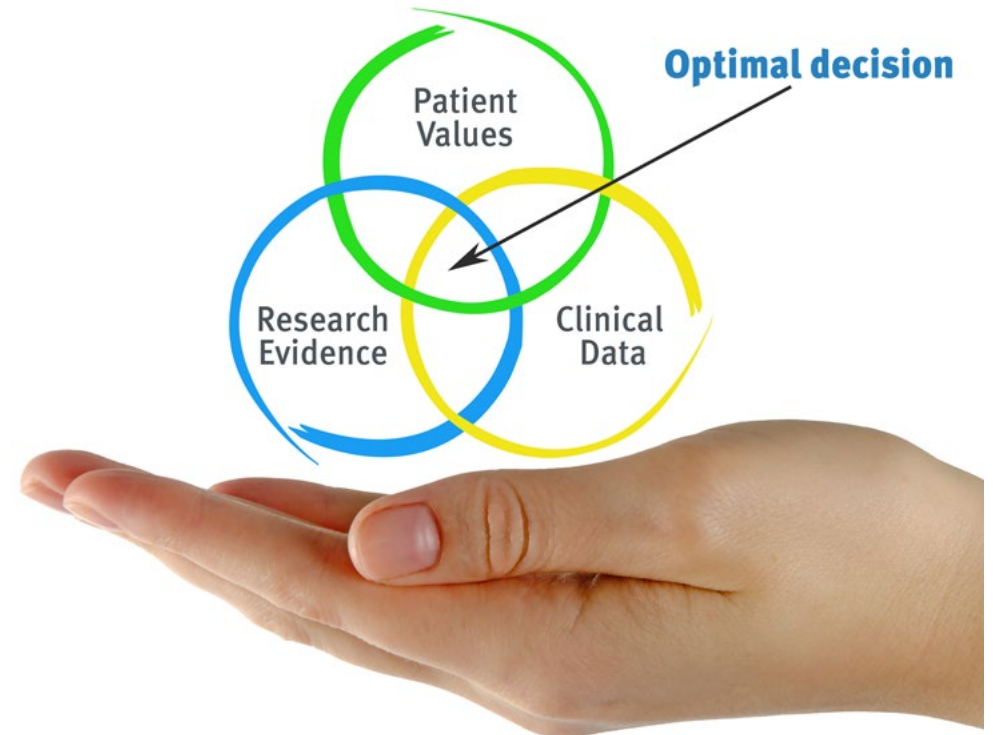
This program prepares you to face business challenges in uncertain environments and achieve business success.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

❝

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments"

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives…) based on the best online university indicators.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

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

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals 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.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.

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 future difficult decisions.

Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.

Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.

30%

10%

8%

3%

30%

15%

4%

Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.

Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

Our Students' Profiles

The Advanced Master's Degree Senior Management of Real Estate Companies is designed for ambitious professionals who wish to advance their careers in the global real estate market. Students in the program are entrepreneurs, managers, executives and other professionals who want to develop business leadership skills and understand the complexities of the ever-evolving real estate market. The program is designed to be challenging and transformative, and is ideal for those looking to advance their careers in the global real estate market.

"

This program attracts professionals with experience in the real estate industry who are looking to improve their managerial, leadership and management skills in this complex sector"

Average Age

Between **35** and **45** years old

Years of Experience

More than 15 years **25%**

Up to 5 years **14%**

5 to 10 years **32%**

10-15 years **29%**

Training

Business Sciences **27%**

Economics **26%**

Business **24%**

Social Sciences **8%**

Other **15 %**

Professional Profile

Executives of real estate companies **30%**

Commercial managers **22%**

Investors **15%**

Executives **20%**

Other **13 %**
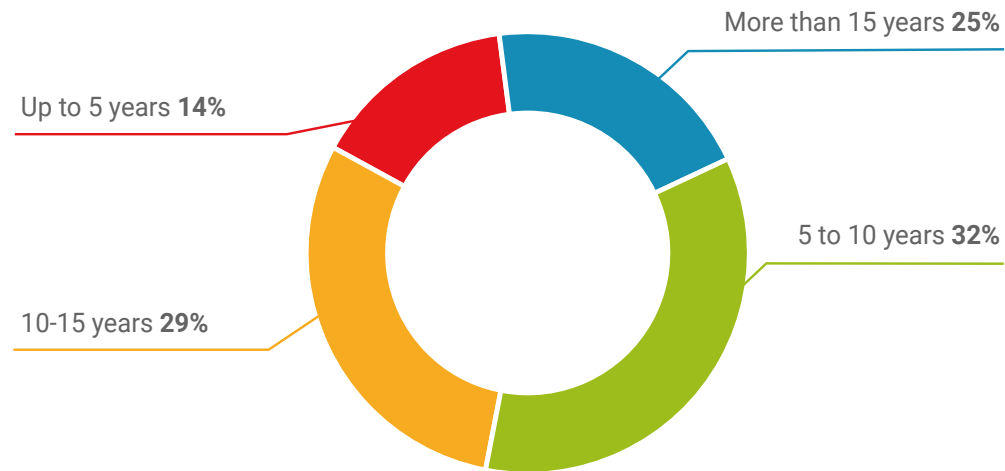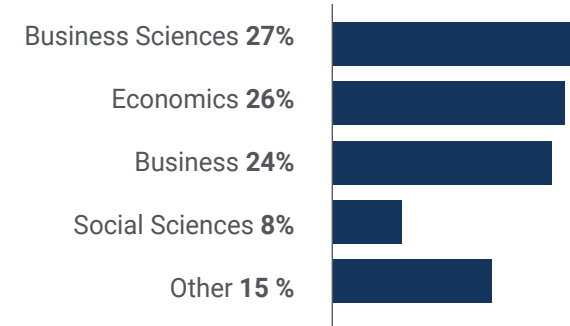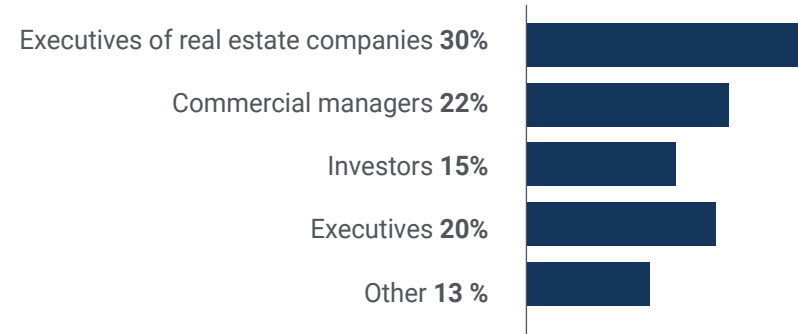
Geographical Distribution

U.S.A. **14%**

Spain **37%**

Mexico **19%**

Colombia **8%**

Argentina **9%**

Chile **5%**

Peru **2%**

Other **6%**
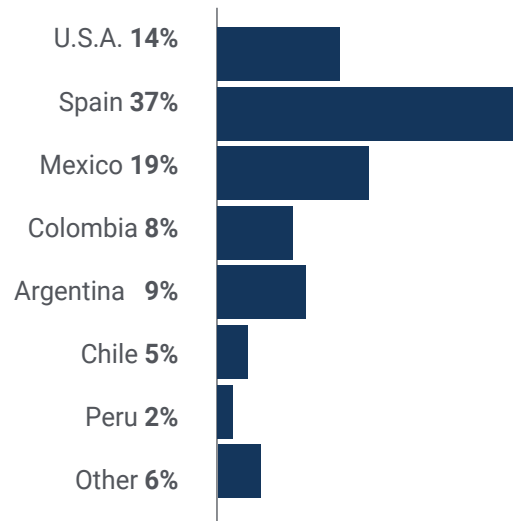
Arturo Villanueva

Director of a real estate company

"Completing the Advanced Master's Degree Senior Management of Real Estate Companies has allowed me to improve my company's performance. The skills and knowledge I have acquired have allowed me to lead successful projects and advance my career in real estate. I would recommend this program to any professional looking to grow and succeed in the industry!"

09

Course Management

The program has a team of high-level teaching experts, made up of professionals from the real estate and business management sectors. They will guide the student in their training and share their practical experience in the management of real estate companies and projects. In addition, the teaching staff has been carefully selected to offer students a quality education at the forefront of industry trends, adapting to the current needs of the real estate and business market.

Study with the most experienced and prestigious professionals in the real estate industry and grow your career immediately"

Management
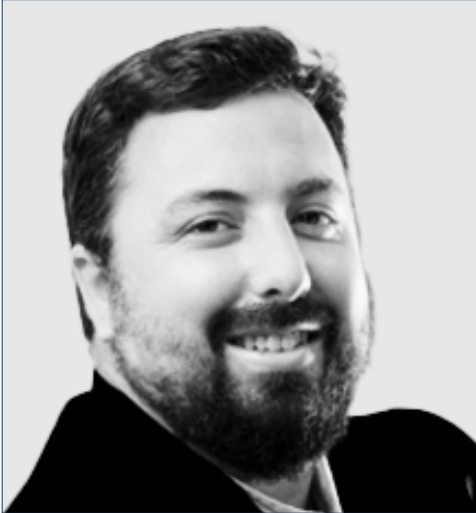
Mr. Ledesma Carrillo, Carlos Atxoña

- Expert in international business and legal advice for companies
- Responsible for the International Area at Transporte Interurbanos de Tenerife S.A.
- Legal Advisor in Interurban Transports of Tenerife S.A
- Legal manager en Avalon Biz Consulting
- Trainer in courses oriented to Data Protection
- PhD in Regional Development from the University of La Laguna
- Law degree at La Laguna University
- Diploma in Nursing from Rey Juan Carlos University
- MBA Master in Business Administration and Management at the European University of the Canary Islands

Mr. Diego Loras González

- CEO of Oikos Inmobiliaria
- CEO and founder of Loan Soluciones Financieras
- Sales Manager at Homes Agents
- Area Manager at Tecnocasa
- Law degree from Madrid Complutense University

Professors

Mr Alexis José González Peña

- Expert in finance and auditing
- Director of the Financial Area at CajaSiete Caja Rural
- Senior internal auditor at Bankia
- Senior Internal Auditor at Canaries Insular Savings Bank
- Experienced Senior auditor at Deloitte
- Degree in Business Administration by Las Palmas de Gran Canaria University
- Master's Degree in Taxation and Tax Consultancy by the Center for Financial Studies
- Executive Master's Degree in Financial Management and Advanced Finance from the Higher School of Banking Techniques and Practices
- Expert in Financial Planning and Management Control in Banking by International Financial Analysts
- Management Development Expert in Portfolio Management by International Financial Analysts

Mr. Andrés Ceballos

- Building Engineer
- Head of production in different refurbishments at Andriala SL
- Site manager in several projects in Andriala SL
- Graduate in Building Engineering from the Madrid Polytechnic University

Mr. Fernando Pérez Rubio

- Developer and Builder
- Manager, administrator and construction manager in several construction companies
- Manager and administrator at Constructora 973 SL
- Decorator and foreman at Ambiental SL
- Responsible for buying and selling assets for refurbishment

Mr. Francisco Moñux Fernández

- CEO at Maitea Real Estate
- Audi M Conde Premium Sales Consultant
- Sales Consultant and Product Specialist at Nissan Ibericar Reicomsa
- Real Estate and Property Agent Course
- Farm Management Course

Mr. Raúl Martínez Monte

- CEO at S.I. Bassegoda
- Commercial and Financial Director at Homes.AG
- Rental Management Coordinator at Solfinc SL
- Graduate in Economics from Pompeu Fabra University
- Postgraduate degree in Financial Markets from the University of Alicante

Ms. Ana Fernández Blanca

- Real Estate Agent at Oikos Real Estate
- Graduate in Business Administration

Impact on Your Career

The Advanced Master's Degree Senior Management of Real Estate Companies has a positive impact on the student from day one. The program provides the skills and knowledge necessary to successfully manage real estate companies through rigorous training at the forefront of market trends. Students acquire the necessary tools to lead real estate projects in an efficient and sustainable manner, with an entrepreneurial approach and a strategic vision that allows them to face the challenges of today's real estate market. In addition, the online format of the program allows for great flexibility and adaptability to the needs of each student.

"
Complete this Advanced Master's Degree and apply the most advanced management techniques in real estate to your career. Don't wait any longer and enroll"

Access new professional opportunities and achieve your goals with the Advanced Master's Degree Senior Management of Real Estate Companies.

Are you ready to take the leap?
Excellent professional development awaits you

The Advanced Master's Degree Senior Management of Real Estate Companies from TECH Technological University is an intensive program that prepares students to face challenges and business decisions, both nationally and internationally. Its main objective is to promote your personal and professional growth Helping students achieve success.

Therefore, those who wish to improve themselves, achieve a positive change at a professional level and interact with the best, will find their place at TECH.

Develop your management and leadership skills in the real estate sector with this TECH Advanced Master's Degree

When the change occurs

During the program	During the first year	After 2 years
22%	**52%**	**26%**

Type of change

Internal Promotion **18%**

Change of Company **45%**

Entrepreneurship **37%**

Salary increase

This program represents a salary increase of more than **25%** for our students

Salary before	A salary increase of	Salary after
€59,300	**25.66%**	**€74,500**

Benefits for Your Company

Upon completion of this program, the student acquires a global vision of the real estate sector and develops the management and leadership skills necessary to lead his or her organization. In addition, the teaching staff is made up of recognized experts in the sector, which ensures that students acquire up-to-date and relevant knowledge.

The professional orientation of this program will allow you to apply everything you have learned from day one in your company"

Developing and retaining talent in companies is the best long-term investment.

01

Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.

05

Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

06

Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

Certificate

The Advanced Master's Degree Senior Management of Real Estate Companies guarantees, in addition to the most rigorous and updated training, access to a Advanced Master's Degree issued by TECH Technological University.

> *Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*
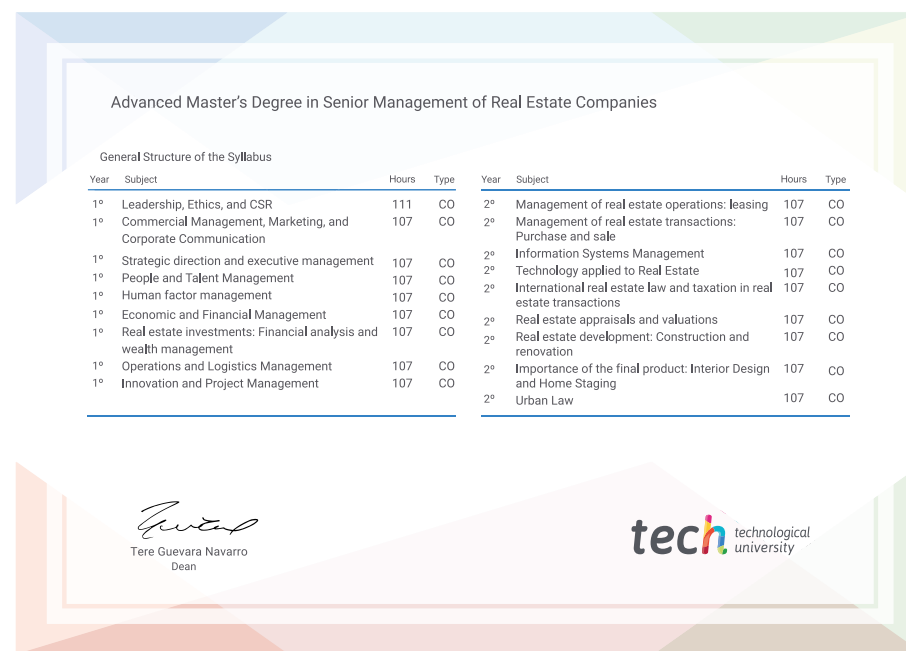
This Advanced Master's Degree Senior Management of Real Estate Companies contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Advanced Master's Degree** issued by **TECH Technological University** via tracked delivery*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Advanced Master's Degree, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Program: **Advanced Master's Degree in Senior Management of Real Estate Companies**
Official No. of Hours: **3,000 h.**

tech technological university

Awards the following
DIPLOMA
to
Mr./Ms. _____, with identification number _____.
For having successfully passed and accredited the following program

ADVANCED MASTER'S DEGREE
in

Senior Management of Real Estate Companies

This is a qualification awarded by this University, equivalent to 3,000 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

Tere Guevara Navarro
Dean

Unique TECH Code: AFWORD23S   techtitute.com/certificates

Advanced Master's Degree in Senior Management of Real Estate Companies

General Structure of the Syllabus

Year	Subject	Hours	Type	Year	Subject	Hours	Type
1º	Leadership, Ethics, and CSR	111	CO	2º	Management of real estate operations: leasing	107	CO
1º	Commercial Management, Marketing, and Corporate Communication	107	CO	2º	Management of real estate transactions: Purchase and sale	107	CO
1º	Strategic direction and executive management	107	CO	2º	Information Systems Management	107	CO
1º	People and Talent Management	107	CO	2º	Technology applied to Real Estate	107	CO
1º	Human factor management	107	CO	2º	International real estate law and taxation in real estate transactions	107	CO
1º	Economic and Financial Management	107	CO	2º	Real estate appraisals and valuations	107	CO
1º	Real estate investments: Financial analysis and wealth management	107	CO	2º	Real estate development: Construction and renovation	107	CO
1º	Operations and Logistics Management	107	CO	2º	Importance of the final product: Interior Design and Home Staging	107	CO
1º	Innovation and Project Management	107	CO	2º	Urban Law	107	CO

Tere Guevara Navarro
Dean

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*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.

Advanced Master's Degree
Senior Management
Of Real Estate Companies

- » Modality: **online**
- » Duration: **2 years**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

Advanced Master's Degree
Senior Management of Real Estate Companies

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