

Postgraduate Certificate Management of Real Estate Transactions: Leasing



Postgraduate Certificate Management of Real Estate Transactions: Leasing

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University graduates, diploma and degree holders who have previously completed any of the degrees in the field of Social and Legal Sciences, Administration and Business Administration.

Website: www.techtute.com/pk/school-of-business/postgraduate-certificate/management-real-estate-transactions-leasing

Index

01

Welcome

p. 4

02

Why Study at TECH?

p. 6

03

Why Our Program?

p. 10

04

Objectives

p. 14

05

Structure and Content

p. 18

06

Methodology

p. 24

07

Our Students' Profiles

p. 32

08

Course Management

p. 36

09

Impact on Your Career

p. 40

10

Benefits for Your Company

p. 44

11

Certificate

p. 48

01 Welcome

Today, leasing and real estate transaction management are vital areas in the real estate industry. The demand for rental housing has increased in recent years and effective management of these properties has become crucial. Therefore, landlords and property management companies are looking for trained professionals and experts in managing leasing operations to maximize their profitability and ensure tenant satisfaction. Therefore, this program is a perfect choice for those who wish to develop skills in this ever-growing field. The Relearning pedagogical methodology offers a personalized and effective learning experience for students. In addition, this degree has a completely online format, which makes it 100% accessible to anyone.



Postgraduate Certificate in Management of Real Estate Transactions: Leasing.
TECH Technological University



“

*A unique academic opportunity to become
a professional versed in Real Estate Leasing
through a 100% online degree"*

02

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 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:



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.



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"

03

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 Postgraduate Certificate in Management of Real Estate Transactions: Leasing provides students with the opportunity to develop specialized skills and knowledge in rental property management, which will enable them to excel in the real estate job market. The objectives of the program include understanding leasing processes, rental pricing, maintenance and repair management, and dispute resolution, all in compliance with applicable laws and regulations.



“

Achieve your most ambitious professional goals through a degree adapted to the most demanding specifications of today's real estate sector"

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

The Postgraduate Certificate in Management of Real Estate Transactions: Leasing will enable the student to:

01

Delve into the rules governing the different types of leasing contracts

02

Establish the different types of valuation to be able to choose the most convenient at any given time

03

Know the different valuation methodologies and the use of each one of them





04

Master the structure of an appraisal report and the elements of which it is composed

05

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

06

Detect the key points in the design process in order to know how to act in the event of possible drawbacks

05

Structure and Content

The focus of this university program has been centered on the needs of real estate professionals and is therefore offered entirely in an online format. In this way, it gives students the freedom to choose the time and place that best suits their pace of study. With a duration of six weeks, this degree offers a motivating and unique learning experience, laying the essential foundations to excel in the field of Real Estate Leasing. The structure of the Postgraduate Certificate is designed to be flexible and accessible, allowing specialists to organize their academic resources according to their schedules and work responsibilities.



“

You will have 150 hours of the best theoretical, practical and additional material, the latter presented in different formats so that you can delve in a personalized way into the different sections of the syllabus"

Syllabus

The objective of the Postgraduate Certificate in Management of Real Estate Transactions: Leasing is to improve the ability to analyze and make efficient financial decisions in the field of Real Estate Management.

During the 6 weeks of the program, key managerial skills such as the lease, the bond and the termination of the lease will be worked on. The curriculum seeks to train leaders capable of leading high-performance teams in the real estate sector and to acquire skills in decision-making and project management from a strategic, technological and innovative perspective.

On the other hand, the Postgraduate Certificate adapts to the academic needs of each student by offering the didactic materials in various multimedia and textual formats, which guarantees a personalized and efficient learning experience.

In addition, the curriculum focuses on fostering leadership and teamwork to develop skills from a strategic and technological perspective. In summary, the program seeks to update and expand the competencies of real estate professionals with an innovative perspective and solid academic training.

This Postgraduate Certificate is developed over 6 weeks and is divided into 1 module:

Module 1

Management of real estate operations: leasing



Where, When and How is it Taught?

TECH offers the possibility of developing this Management of Real Estate Transactions: Leasing completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

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

Module 1. Management of real estate operations: leasing

1.1. Introduction to leasing

- 1.1.1. Definition of lease
- 1.1.2. Characteristics of the contract
- 1.1.3. Scope of Application
- 1.1.4. Common regulatory standards

1.2. Lease agreement

- 1.2.1. Concept and Characteristics
- 1.2.2. Elements of the lease contract
- 1.2.3. common Rights and Duties of the leases
- 1.2.4. Common rights and duties of the lessor

1.3. Residential lease agreement

- 1.3.1. Regulatory nature
- 1.3.2. Sublease and lease assignment
- 1.3.3. Duration and subject matter of the contract
- 1.3.4. The rent

1.4. Lease agreement for use other than as a dwelling

- 1.4.1. Regulatory nature
- 1.4.2. Sublease and lease assignment
- 1.4.3. Duration and subject matter of the contract
- 1.4.4. The rent

1.5. Lease agreement for tourist use

- 1.5.1. Definition and General Aspects
- 1.5.2. Scope of Application
- 1.5.3. Regulatory standards and particular characteristics
- 1.5.4. Change of use of premises for rental for tourism use

1.6. The bond

- 1.6.1. Definition and General Aspects
- 1.6.2. Updating of the bond
- 1.6.3. Restitution of the bond
- 1.6.4. Supplementary guarantees

1.7. Formalization of the lease

- 1.7.1. Formalizing the Contract
- 1.7.2. Document requirements
- 1.7.3. Purpose and types of contract
- 1.7.4. Contract models

1.8. Termination of the lease

- 1.8.1. Definition and causes: Suspension, termination and extinction
- 1.8.2. Habitability of the dwelling
- 1.8.3. Obligation Incompliance
- 1.8.4. Termination of the lease

1.9. Forced termination of the lease

- 1.9.1. Definition and General Aspects
- 1.9.2. Eviction lawsuit
- 1.9.3. Legal procedure in case of non-payment
- 1.9.4. Other causes of forced termination of the lease

1.10. Leasing as an investment business model

- 1.10.1. Profitability of housing leasing
- 1.10.2. Definition and concept of rental for tourist use
- 1.10.3. Profitability of leasing for tourist use
- 1.10.4. Taxation of leasing



“

Master all the procedures through which a lease must pass, delving into the formalization, termination and forced termination, without neglecting the restitution of the deposit"

06 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.



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

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.

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.



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.



**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.



07

Our Students' Profiles

The Postgraduate Certificate is aimed at University Graduates, Graduates and Graduates who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administrative and Economic Sciences.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Postgraduate Certificate may also be taken by professionals who, being university graduates in any area, have two years of work experience in the field of Real Estate Management and Leasing.



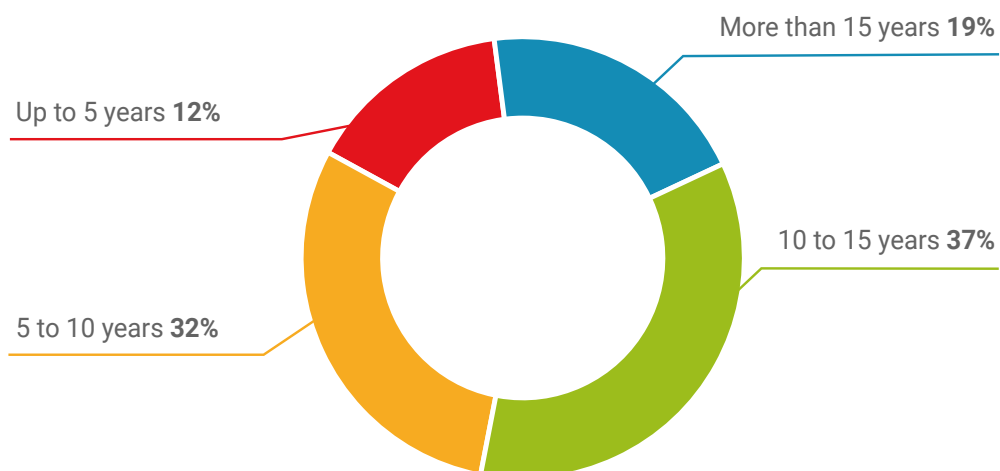
“

The multidisciplinary and flexible nature of this program makes it compatible with any specialty, providing the graduate who chooses it with the most comprehensive knowledge to succeed in his or her sector"

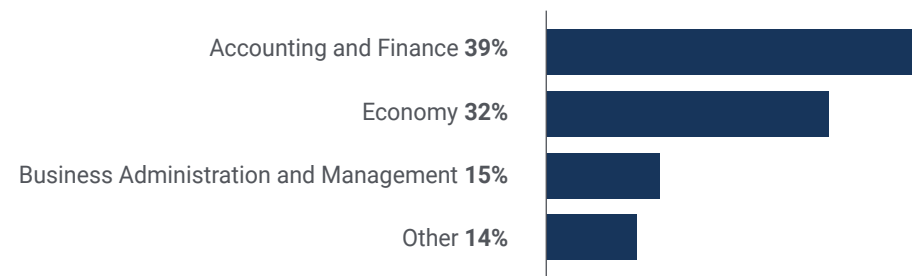
Average Age

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

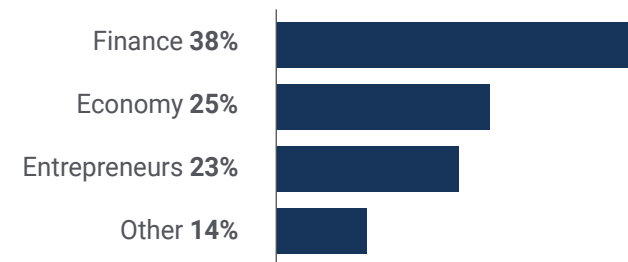
Years of Experience



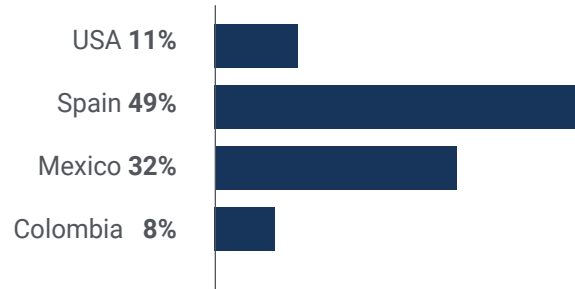
Training



Educational Profile



Geographical Distribution



Marcos Scambia Navarro

Real Estate Manager

"This program provided me with the opportunity to update and expand my knowledge in the field of real estate management. The flexibility of the program allowed me to adapt my studies to my work schedule, while the quality of the content and faculty provided me with the tools I needed to excel in my professional career"

08

Course Management

The professors of this university program are professionals with vast experience in the real estate sector, specialized in leasing and real estate management. In addition, they have a solid academic background and an outstanding career in leading companies in the sector, which allows them to offer a practical and updated vision of the trends and best practices in the management of real estate operations. Similarly, many of them are still active in the market, which gives them the opportunity to provide a fresh and updated perspective on the sector.



“

Experts in the real estate sector with extensive professional experience and expertise in real estate management make up the teaching staff of this program"

Management



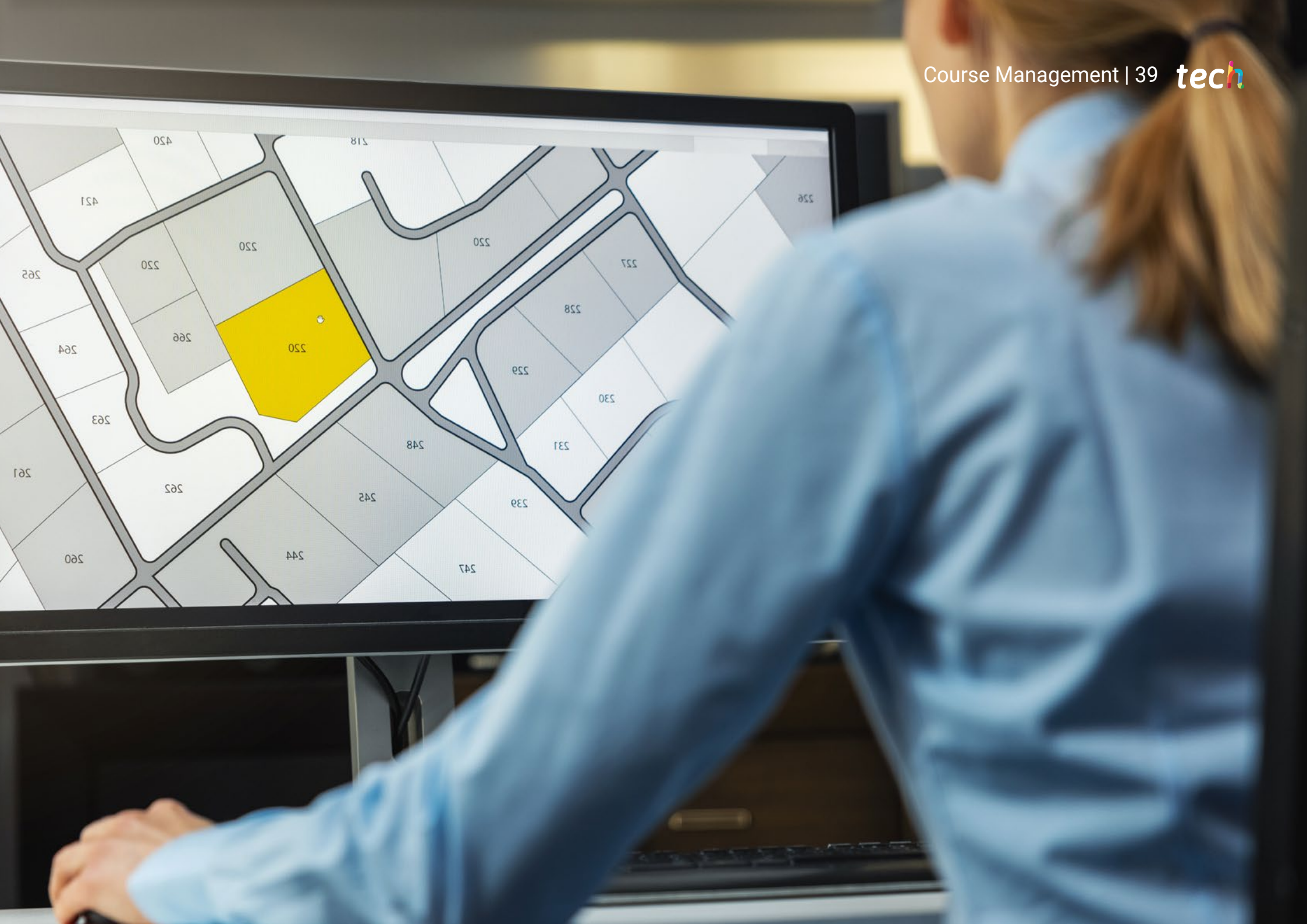
Dr. Diego Loras González

- ♦ 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. 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



09

Impact on Your Career

Pursuing this program can have a significant impact on the careers of real estate professionals. This postgraduate program provides up-to-date and specialized teaching on key topics such as leases, lease formalization and forced lease termination, enabling students to improve their skills in decision-making and management of real estate projects. In addition, the flexibility of the program allows professionals to adapt their learning to their schedules and work responsibilities, enabling them to continue advancing in their careers while acquiring new skills and knowledge.



“

Take a qualitative leap in your professional career through a program that will make you stand out for your knowledge in planning and managing the leasing of a property"

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

The Postgraduate Certificate in Management of Real Estate Transactions: Leasing is an intensive program that prepares you to face challenges and business decisions in the field of Real Estate Investment. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

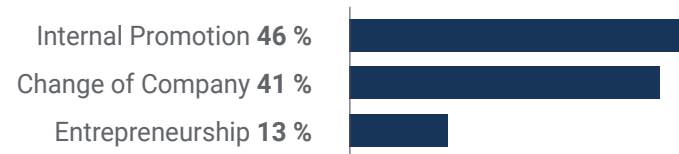
If you are looking for a program with which you can aspire to a considerable salary improvement, this is the perfect option to achieve it.

Acquire the necessary security to start from scratch the creation of a company in the real estate sector.

Time of Change



Type of change



Salary increase

This program represents a salary increase of more than **26%** for our students



Benefits for Your Company

Real estate companies can benefit greatly from having trained professionals with the Postgraduate Certificate in Management of Real Estate Transactions: Leasing. These experts will be better prepared to make informed decisions, reduce risk and improve the efficiency of their operations. In addition, they will be able to apply their knowledge to implement innovative and technological strategies that will allow them to stand out in the market. In addition, by having highly trained employees, the company will have a competitive advantage by being able to offer a higher quality service to its customers. In short, betting on specialists in the area can mean a great return on investment for real estate companies.



“

*You will elevate your company's talent
through a comprehensive specialization
in the real estate sector"*

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.

11 Certificate

The Postgraduate Certificate in Management of Real Estate Transactions: Leasing guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



“

*Successfully complete this program and
receive your university qualification without
having to travel or fill out laborious paperwork”*

This **Postgraduate Certificate in Management of Real Estate Transactions: Leasing** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

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

Title: **Postgraduate Certificate in Management of Real Estate Transactions: Leasing**
Official N° of hours: **150 h.**





Postgraduate Certificate Management of Real Estate Transactions: Leasing

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

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