



### Postgraduate Certificate Real Estate Development: Construction and Reforms

» 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.techtitute.com/us/school-of-business/postgraduate-certificate/real-estate-development-construction-reforms

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Certificate

# 01 **Welcome**

The real estate development of new buildings and refurbished areas is an activity of great relevance nowadays due to the constant increase in the demand for housing and commercial spaces. This field involves not only housing construction, but also project management and real estate marketing. In this sense, this university degree is presented as a fundamental tool to acquire the necessary knowledge for the development of these activities in the current real estate market. The program, designed based on the Relearning pedagogical methodology, is taught 100% online, which allows flexibility in the organization of academic resources and the possibility of combining teaching with other activities. In addition, it focuses on the development of practical skills and offers a complete and updated vision of the real estate industry and its trends.









## tech 08 | Why Study at TECH?

### 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

+200

executives prepared each year

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.



### 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"

### Why Study at TECH? | 09 tech

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**

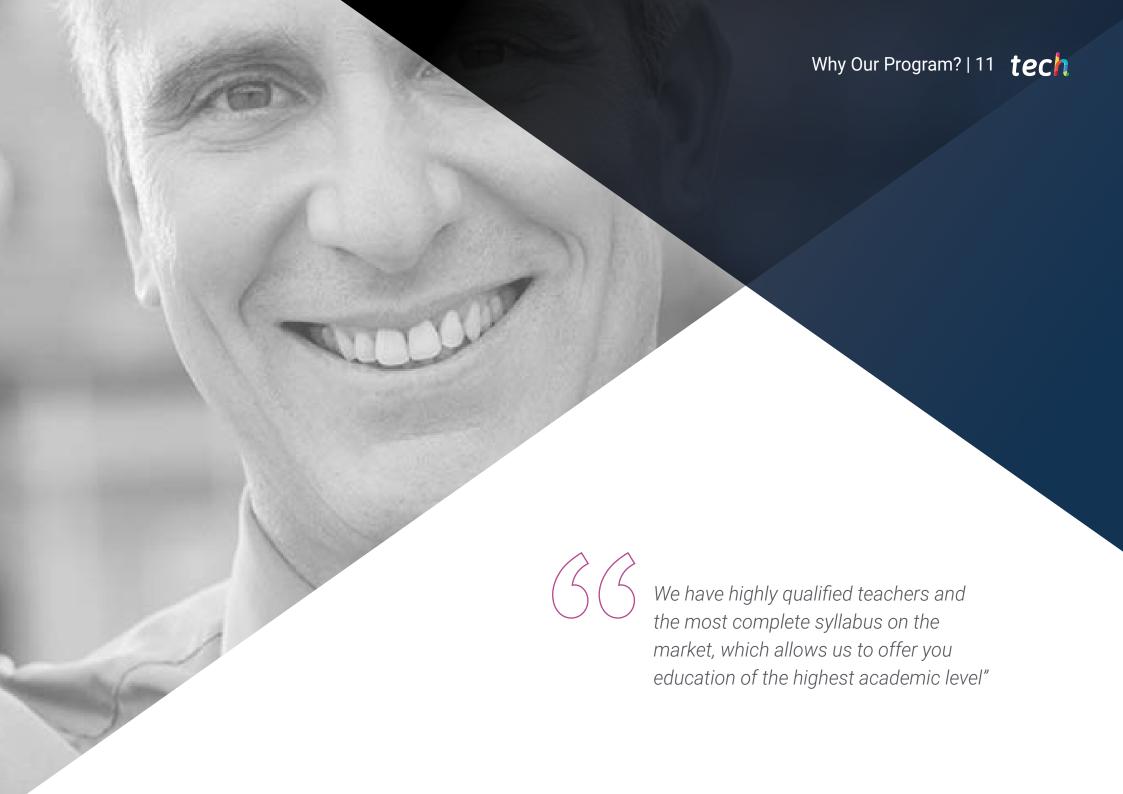
TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the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





### tech 12 | Why Our Program?

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



### 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.



## 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.



### 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.



### 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.



### 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.



### 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.



### 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.



### 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.





### tech 16 | Objectives

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

The Postgraduate Certificate in Real Estate Development: Construction and Reforms will enable the student to:



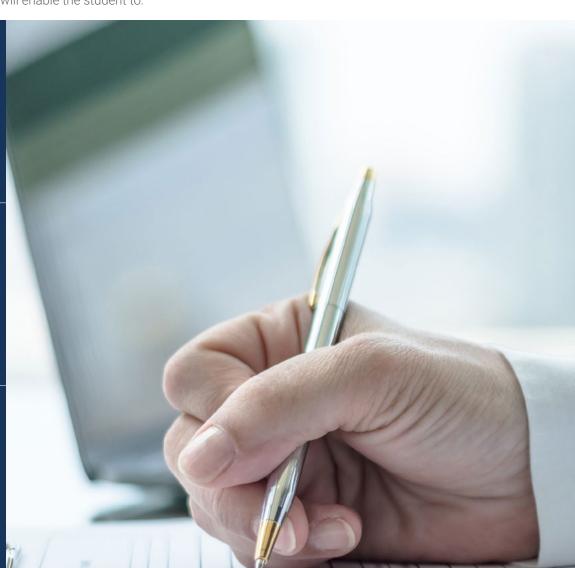
Establish the different types of valuation to be able to choose the most convenient at any given time



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



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







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



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



Be aware of the documentation required to be able to submit a project and carry it out





### tech 20 | Structure and Content

### **Syllabus**

The Postgraduate Certificate in Real Estate Development: Construction and Reforms has as its main objective to update the knowledge of professionals specialized in Real Estate Management, in order to improve their ability to make financial decisions.

The program lasts 6 weeks and focuses on the development of managerial competencies to perform professionally and rigorously in uncertain environments, through the analysis of case studies and teamwork. The syllabus addresses relevant topics such as Planning, Design, Quality and Regulatory Controls, Construction Techniques or Criminal and Civil Liabilities, among others.

In addition, the degree seeks to broaden the competencies of specialists in this field, from a strategic, technological and innovative perspective. The objective is to foster the student's leadership skills to lead high-performance work teams in the real estate sector. To achieve this, the syllabus includes content that allows students to acquire skills in decision-making and management of real estate projects.

Finally, the Postgraduate Certificate is adapted to the academic needs of each student, offering didactic materials in various multimedia and textual formats to optimize the teaching process. In this way, each student can select the learning format that best suits his or her needs, ensuring a personalized and efficient learning experience.

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

Real estate development: Construction and renovation



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Real Estate Development: Construction and Reforms in a totally online way. Throughout the 12 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

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

## tech 22 | Structure and Content

Module 1. Real estate development: Construction and renovation			
<ul><li>1.1. Planning</li><li>1.1.1. New construction</li><li>1.1.2. Reforms</li><li>1.1.3. Regulations and previous formalities</li><li>1.1.4. Documentation</li></ul>	1.2. Design 1.2.1. New construction 1.2.2. Reforms 1.2.3. Project 1.2.4. Planimetry	<ul><li>1.3. Foundations</li><li>1.3.1. Superficial</li><li>1.3.2. Foundations</li><li>1.3.3. Earth containment</li><li>1.3.4. Quality and regulatory controls</li></ul>	<ul><li>1.4. Structure</li><li>1.4.1. Structural elements</li><li>1.4.2. New construction</li><li>1.4.3. Reforms</li><li>1.4.4. Quality and regulatory controls</li></ul>
<ul> <li>1.5. Construction Techniques</li> <li>1.5.1. Materials and characteristics</li> <li>1.5.2. Traditional construction systems</li> <li>1.5.3. Prefabricated Constructive Systems</li> <li>1.5.4. Details and finishes</li> </ul>	<ul><li>1.6. Facilities</li><li>1.6.1. Accessibility and fire protection</li><li>1.6.2. Ventilation and Air Conditioning</li><li>1.6.3. Water supply</li><li>1.6.4. Sanitation</li><li>1.6.5. Regulations</li></ul>	<ul><li>1.7. Measurements and budgets</li><li>1.7.1. Basic Concepts</li><li>1.7.2. Planning</li><li>1.7.3. Realization</li><li>1.7.4. Variations</li></ul>	1.8. Execution of work 1.8.1. Planning 1.8.2. Development 1.8.3. Documentation 1.8.4. Construction control
<ul><li>1.9. Construction control</li><li>1.9.1. Agents</li><li>1.9.2. Development</li><li>1.9.3. Documentation</li><li>1.9.4. Certification</li></ul>	1.10. Responsibilities 1.10.1. Agents 1.10.2. Criminal law 1.10.3. Civil law 1.10.4. Morals		





Orientate your professional profile towards Real Estate Development towards Real Estate Development thanks to this Postgraduate Certificate"



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.





### tech 26 | Methodology

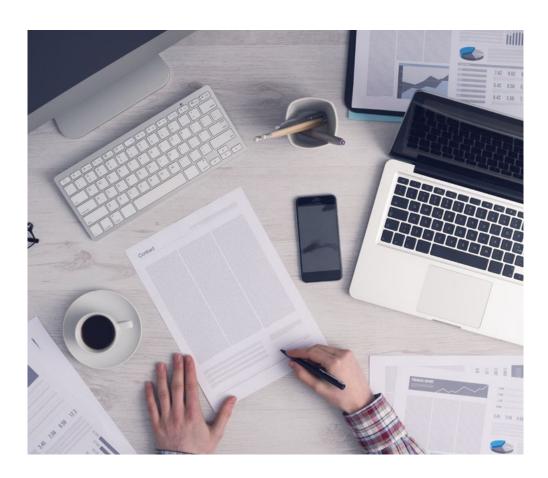
## TECH Business School uses the Case Study to contextualize all content

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.





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.

### tech 28 | Methodology

### 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.



### Methodology | 29 **tech**

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.





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**

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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.

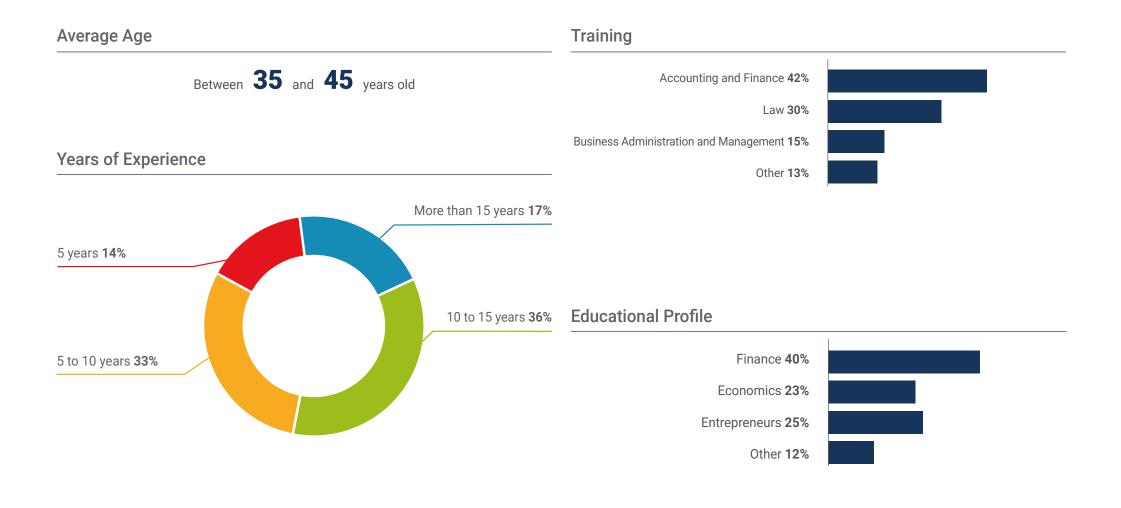


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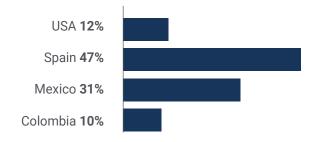




### tech 34 | Our Students' Profiles



### **Geographical Distribution**





## Rebeca Sánchez Mejías

#### Real Estate Developer

"Thanks to the Postgraduate Certificate in Real Estate Development: Construction and Refurbishment, I have broadened my skills in the industry and improved my ability to make financial decisions in uncertain environments. The pedagogical methodology of Relearning has allowed me to acquire knowledge in an effective way and to apply it in practical cases. In addition, the flexibility of schedules and resources has been key to adapt the program to my rhythm of life"





#### Management



## Dr. Loras González, Diego

- 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. Ceballos, Andrés

- 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





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

The Postgraduate Certificate in Real Estate Development: TECH Construction and Refurbishment 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.

This is your opportunity to grow professionally, specializing in a sector that continues to grow.

Don't miss this opportunity to be the professional you aspire to be and join TECH now.

#### **Time of Change**



#### Type of Change



## Salary Increase

This program represents a salary increase of more than **25.2%** for our students.

\$50,000

A salary increase of

25.2%

\$62,600





## tech 46 | Benefits for your company

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



#### 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.



## 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.



#### **Building agents of change**

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



#### Increased international expansion possibilities

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







## **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.



## Increased competitiveness

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





## tech 50 | Certificate

This **Postgraduate Certificate in Real Estate Development: Construction and Reforms** 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 diploma 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 Real Estate Development: Construction and Reforms
Official N° of Hours: 150 h.



<sup>\*</sup>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.



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# Postgraduate Certificate

Real Estate Development: Construction and Reforms

