

GROUPE
ESPI

L'ÉCOLE SUPÉRIEURE DES
PROFESSIONS IMMOBILIÈRES



INTERNATIONAL COURSE
CATALOGUE
Fall semester 2022

Fall semester 2022

The English-taught subjects are divided into modules you can select to attend at Groupe ESPI during your stay. The following modules are only taught during the fall semester.

Any issues in selecting your modules, do not hesitate to contact us at relations.internationales@groupe-espi.fr.

MODULE – LAW (7 ECTS)

Subjects taught	Academic year	ECTS
Real Estate Law and Property Contracts	Undergraduate – 3 rd year	2
Land and Construction Law	Undergraduate – 3 rd year	2
Environment Law	Undergraduate – 3 rd year	2
Real Estate Taxation	Undergraduate – 3 rd year	1

MODULE – ECONOMICS AND MANAGEMENT (7 ECTS)

Subjects taught	Academic year	ECTS
Management and co-ownership accounting	Undergraduate – 3 rd year	2
Urban Economics	Undergraduate – 3 rd year	2
Project Management – How to create a Real Estate Agency	Undergraduate – 3 rd year	2
Team Management	Undergraduate – 3 rd year	1

MODULE – PLANNING AND BUILDING (5 ECTS)

Subjects taught	Academic year	ECTS
Co-ownership and Maintenance Regulations	Undergraduate – 3 rd year	1
Property <u>Valuation</u>	Undergraduate – 3 rd year	1
Real Estate Development: Planning and Subdivision	Undergraduate – 3 rd year	1
Housing and Sustainable Development	Undergraduate – 3 rd year	2

MODULE – REAL ESTATE (7 ECTS)

Subjects taught	Academic year	ECTS
Rental Management	Undergraduate – 3 rd year	1
Business Ethics	Undergraduate – 3 rd year	1
Co-ownership Management	Undergraduate – 3 rd year	2
Commercial Real Estate and Investment in Tertiary	Undergraduate – 3 rd year	2
Buying Off-Plan Property (VEFA): Marketing and Customer	Undergraduate – 3 rd year	1

MODULE – LANGUAGE (5 ECTS)

Subjects taught	Academic year	ECTS
French as a Foreign Language	For international students	3
Professional English	Undergraduate – 3 rd year	1
Oral Communication	Undergraduate – 3 rd year	1

MODULE – LAW (7 ECTS)

Real Estate Law and Property Contracts

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	2 ECTS

Summary of the subject

The course “**Real Estate Law and Property Contracts**” introduces the concept of specific sales and loans with the legal aspects surrounding them.

Learning outcomes

- Master the sale of old properties in a chronological way and other mutations.
- Learn about the documents supporting the properties sales.
- Know the main specific sales characteristics: life annuity sale, off-plan sale called VEFA in French (payment modes, transfer of ownership, period of withdrawal, VAT).

Subject outcomes contribute to

- Master the financial and legal set-up of acquisition and rent of a real estate property.
- Learn about the range of existing loans and determine the relevant loan for the client and their project.
- Be able to draw up the documents required for the sale of a new or old real estate, or the rent.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to master the legal environment of real estate sale, new or old.

Land and Construction Law

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Case study
ECTS credits	2 ECTS

Summary of the subject

The course “**Land and Construction Law**” is mainly around the study of property construction, urban planning and contracts while considering environmental regulations.

Learning outcomes

- Learn about the acquisition procedures of urban planning authorizations and building permits.
- Know about the construction players: architects, contractors, developers, private individuals.
- Master the different construction contracts: CCMI (single-family house construction contract), CPI (real estate development contract) and VEFA (off-plan sale).
- Know the guarantees and insurances relating to construction.
- Master the rules of acceptance of work.

Subject outcomes contribute to

- Preserve and conserve a property by carrying out technical inspections, establishing a work program and monitoring their implementation.
- Carry out technical visits to identify sources of risk for property and/or people (circulation and evacuation plan).
- Suggest a work program for the maintenance or improvement of a building, in accordance with technical and environmental regulations.

- Ensure the proper work execution, including the claims management: approval of the professionals involved, insurance specific to the work, the work sites follow-up, respect of the budgets.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to write an official report for the acceptance of work.

Environment Law

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	2 ECTS

Summary of the subject

The course “**Environment Law**” will help understand the various sustainable challenges that the construction sector must face.

Learning outcomes

- Master the basic principles of environment law and their operational applications in real estate.
- Learn the ecological transition vocabulary.
- Master the heating and environmental regulations regarding new construction and address the question of renovation.
- Be able to assess the potential characteristics of a property on this matter.

- Know the French normative incitement to eco-construction.

Subject outcomes contribute to

- Search and interpret the pieces of information about the property's environment and market.
- Describe technically the property (surface area, layout, environmental norms).
- Master the financial and legal set-up of acquisition and rent of a real estate property.
- Suggest a construction program for the maintenance or the development of a property, in conformity with the technical and environmental regulations.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to identify the rule in environment law which matches with a particular situation.

Real Estate Taxation

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	1 ECTS

Summary of the subject

The course “**Real Estate Taxation**” will focus on property transactions with financial and legal frames.

Learning outcomes

- Master taxation in transaction and real estate management positions.

Subject outcomes contribute to

- Identify purchasing criteria and match them with an appropriate property.
- Master the financial and legal aspects of purchasing and renting a real estate property.
- Know the range of existing loans and determine the loan adapted to the client and their project.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to evaluate and anticipate the tax effects of the different real estate activities.

MODULE – ECONOMICS AND MANAGEMENT (7 ECTS)

Management and co-ownership accounting

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	2 ECTS

Summary of the subject

The course “**Management and co-ownership accounting**” deals with contracts and property accounts.

Learning outcomes

- Be able to keep real estate accounts and keep construction accounts.
- Be able to give an account to the mandators.

Subject outcomes contribute to

- Do the day-to-day management of the assigned property to optimise its profitability for the benefit of the parties (owner, user).
- Conclude the maintenance contracts of a co-ownership.
- Keep accounts of a building.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to know how to write accounts entries which trace the operations of real estate or co-ownership management.

Urban Economics

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	2 ECTS

Summary of the subject

The course “**Urban Economics**” focuses on the city internal organizations, policies, and stakes.

Learning outcomes

- Know how to analyse the evolution of the urban system.
- Master the internal organization of cities and its transformations.
- Learn the city policy levers.

Subject outcomes contribute to

- Research and interpret information on the market and the property environment.
- Suggest a program of work for the building maintenance or upgrade, in compliance with technical and environmental regulations.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to understand the city policy and the urban evolution.
- Be able to identify new models.
- Be able to identify the players.
- Be able to understand the city functioning and its development.

Project Management – How to create a Real Estate Agency

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Case study
ECTS credits	2 ECTS

Summary of the subject

The course “**Project Management**” will empathize on project creation with the development of a business plan and all the different tools necessary to an agency creation.

Learning outcomes

- Master the management of a project and the drawing up of its business plan.
- Learn about the necessary procedures to the creation of an agency.

Subject outcomes contribute to

- Implement prospecting methods and techniques to develop commercial activity.
- Lead the sales team.
- Build up a network of contacts and develop their loyalty, follow the business sector life and evolution.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to use the tools, legal, technical, and financial knowledge necessary to carry out a project.
- Be able to use the tools, legal, technical, and financial knowledge in the creation of an agency (*assessed with the case study*).

Team Management

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Oral and/or essay
ECTS credits	1 ECTS

Summary of the subject

The course “**Team Management**” will help understand different approaches on how to lead a team efficiently and how to make it work together and achieve the set goals.

Learning outcomes

- Know what a team is and its dynamics.
- Be able to identify the strengths of current team management methods.
- Know how to identify the current problems of motivation at work.
- Master the different approaches to leadership and identify the conditions for their effective implementation.

Subject outcomes contribute to

- Use the prospection methods and technics to develop the commercial activity.
- Lead the commercial team.
- Constitute and lead a team of co-workers.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to use management methods adapted to the team.
- Know the rights and obligations of the employer and the employee (discipline, health, and

safety at work).

- Know the team management methods and the motivation issues at work and uses them to deal with the cases presented.

MODULE – PLANNING AND BUILDING (5 ECTS)

Co-ownership and Maintenance Regulations

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Oral and/or essay
ECTS credits	1 ECTS

Summary of the subject

The course **“Co-ownership and Maintenance regulations”** focuses on mandatory and maintenance work related to the building management while managing its maintenance manual.

Learning outcomes

- Be informed of the obligations of the manager and the trustee in terms of work: mandatory improvement, maintenance or compliance work, thermal diagnostics (energy saving, sustainable development).
- Be able to set up and monitor a building maintenance booklet.
- Be able to keep and produce, monitor, and advise on the control of the co-ownership budget.
- Master the claims management.

Subject outcomes contribute to

- Preserve and maintain a property by carrying out technical inspections, setting up a work program, and monitoring their implementation.
- Carry out technical inspections to identify risk sources for property and/or people (traffic and evacuation plan).
- Suggest a work program for the building maintenance or improvement, in compliance with technical and environmental regulations.
- Ensure the proper execution of the work, including the claims management: professionals' approval involved, specific insurance for the work, work site monitoring, respect of the budgets

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to tell the difference between compulsory work and improvements work and master the structure of the building service manual.

Property Valuation

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Oral and/or essay
ECTS credits	1 ECTS

Summary of the subject

The course “**Property Valuation**” introduces the concept of property valuation with its different methods and types.

Learning outcomes

- Master the difference between valuation and appraise value.
- Be able to define the different types of value.
- Be able to indicate the different methods of expert valuation.
- Know how to implement, on a simple case study, the comparison method.

Subject outcomes contribute to

- Know how to value a property.

- Provide a technical description of the property (surface area, layout, environmental standards).
- Carry out technical inspections to identify sources of risk for goods and/or people (traffic and evacuation plan).
- Build up and maintain a network of contacts, follow the life and evolution of the sector of activity.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to do a real estate appraisal by applying the method by comparison.

Real Estate Development: Planning and Subdivision

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Essay
ECTS credits	1 ECTS

Summary of the subject

The course “**Real Estate Development: Planning and Subdivision**” enables to understand the development operations of subdivisions with the different stages and the related requirements.

Learning outcomes

- Understand the actors of a development operation.
- Be able to analyse the urban planning documents for these operations.
- Know how to evaluate a constructability potential.

- Be able to define a program and to set up a subdivision operation: permit, contractors, owner.

Subject outcomes contribute to

- Research and interpret information on the market and the property environment.
- Know how to draw up the documents required for the sale of a new or old building, or for renting.
- Build up a network of contacts and develop their loyalty, follow the business sector life and evolution.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to set up a subdivision operation legally and financially in compliance with urban planning regulations.

Housing and Sustainable Development

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Case study
ECTS credits	2 ECTS

Summary of the subject

The course “**Housing and Sustainable Development**” deals with the sustainable development stakes regarding the works and the management of a habitat.

Learning outcomes

- Know the challenges of sustainable development for housing.
- Master the environmental regulations applicable to housing, accommodation and to the living environment and their evolution perspectives.
- Master the eco-design methods, tools, and technics applicable to housing and living environment.
- Be able to set up efficient and innovative housing projects.

Subject outcomes contribute to

- Know how to build a property appraisal.
- Search and interpret the pieces of information about the property environment and market.
- Describe technically the property (surface area, layout, environmental norms).
- Produce the argumentative valuation of a real estate.
- Protect and conserve a property by organising technical viewings, establishing a work program, and monitoring their execution.
- Make technical viewings to detect the sources of risks for the properties and/or the people (circulation and evacuation map).
- Suggest a construction program for the maintenance or the development of a property, in conformity with the technical and environmental regulations.
- Ensure the proper execution of the work, including the claims management: approval of the intervening professionals, insurance specific to the work, monitoring of the construction works, respect of the budgets.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to master the environmental regulations applicable to housing.
- Be able to use the environmental regulations applicable to housing to recommend adaptation work.

MODULE – REAL ESTATE (7 ECTS)

Rental Management

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	1 ECTS

Summary of the subject

The course “**Rental Management**” enables to understand the administration of the rental contract with the guarantees linked to this contract.

Learning outcomes

Practice of rental management I:

- Be able to advise the taking of guarantees or securities (surety bond, security deposit, unpaid rent insurance, la GLI (unpaid rent guarantee), la GUL (rents universal guarantee) ...).
- Know how to proceed with the revaluation of a rent and its uncapping.
- Be able to be the intermediary between the owner and the tenant to advise them both at best for the defence of their interests.

Practice of rental management II:

- Know how to facilitate an ingoing or outgoing fixtures inventory.
- Be able to verify the elements of the DDT (technical diagnosis file).
- Know the particularities of furnished rental.

Subject outcomes contribute to

- Use the prospection methods and technics to develop the commercial activity.
- Search and interpret the pieces of information about the property environment and market.
- Describe technically the property (surface area, layout, environmental norms).
- Produce the argumentative valuation of a real estate.

- Identify the financial capacity and the needs of a client.
- Identify the financial capacity of a client.
- Be able to constitute the documents going along the sale of a new or old real estate, or the rent.
- Do the day-to-day management of the assigned property to optimise its profitability for the benefit of the parties (owner, user).
- Advise the client for a lease termination or renewal, the rent review.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to identify and to apply the regulatory framework in force.
- Be able to implement a management and a conservation strategy for the property.

Business Ethics

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Exam
ECTS credits	1 ECTS

Summary of the subject

The course “**Business Ethics**” focuses on business practices with the application of certain principles or values.

Learning outcomes

- Master the ethical and deontological rules of the real estate business.

- Know the civil and criminal liability of the real estate professional and master the protection of its activity.

Subject outcomes contribute to

- Create and develop a loyal contact network, monitor the business sector life and evolution.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to develop a proactive behaviour towards the business sector.

Co-ownership Management

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Written exam
ECTS credits	2 ECTS

Summary of the subject

The course “**Co-ownership Management**” focuses on co-ownerships administration and all the related regulations.

Learning outcomes

- Understand the different categories of co-ownership charges.
- Master the unpaid charges recovery.
- Know about property transfer (role of the trustee / seller and buyer).
- Master the effects of the creation of a secondary syndicate on the charges and the

regulations.

- Mastering the splitting of a co-ownership.
- Being able to manage a co-ownership in difficulty.

Subject outcomes contribute to

- Preserve and maintain a property by carrying out technical visits, establishing a program of work, and monitoring their implementation.
- Carry out technical inspections to identify sources of risk for property and/or people (traffic and evacuation plan)
- Suggest a work program for the maintenance or improvement of a building, in compliance with technical and environmental regulations
- Ensure the work proper execution, including the claims management: approval of the professionals involved, insurance specific to the work, monitoring of the work sites, respect of the budgets.
- Ensure the current management of the entrusted property to optimize its profitability in the interest of the parties (owner, user).
- Subscribe to the maintenance and repair contracts of a co-ownership.
- Keep the building accounts.
- Know how to prepare and manage a co-owners' meeting.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to manage every type of co-ownership legally, technically, administratively, and financially.

Commercial Real Estate and Investment in Tertiary

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Case study
ECTS credits	2 ECTS

Summary of the subject

The course “**Commercial Real Estate and Investment in Tertiary**” emphasizes on real estate market related to properties purchase, sale, and rental for service professions.

Learning outcomes

- Understand the commercial real estate market segments.
- Know the specific mechanisms of commercial real estate markets in an investment and management context.
- Identify the client's needs in commercial real estate and determine the appropriate market segment.
- Know the financing of commercial real estate and commercial leases to complete the transaction.

Subject outcomes contribute to

Case study – Set of skills associated to Activity 1:

- Implement prospecting methods and technics to develop the commercial activity.
- Manage the sales team.
- Learn how to build the valuation of a property.
- Research and interpret information on the market and the property environment.
- Describe the property technically (surface area, layout, environmental standards).
- Produce a justified property valuation.
- Identify the financial capacity and needs of a client.
- Identify the financial capacity of a client.
- Identify the purchasing criteria and match them with a specific product.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to adapt sales strategies to each situation or type of clients or prospects and to know how to apply them.
- Be able to identify and apply the regulatory framework in force.

Buying Off-Plan Property (VEFA): Marketing and Customer Service

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Exam
ECTS credits	1 ECTS

Summary of the subject

The course “**Buying Off-Plan Property (VEFA): Marketing and Customer Service**” helps to understand the different techniques of sales prospection and to identify the needs of the customer to finalize a transaction.

Learning outcomes

- Know how to prospect.
- Be able to identify the buyer's needs and motivations.
- Know how to finalise a transaction.
- Be able to set a co-ownership up for a new building.
- Be able to establish a long-term relationship of trust with their clients.

Subject outcomes contribute to:

- Implement prospecting methods and technics to develop the commercial activity.
- Manage the sales team.
- Research and interpret information on the market and the property environment.
- Describe the property technically (surface area, layout, environmental standards).
- Identify the financial capacity and needs of a client.
- Identify the financial capacity of a client.
- Identify the purchasing criteria and match them with a specific product.
- Master the financial and legal set-up of acquisition and rent of a real estate good.
- Learn about the range of existing loans and determine the relevant loan for the client and his project.
- Be able to constitute the documents required for the sale of a new or old real estate, or the rent.
- Do the day-to-day management of the assigned property to optimise its profitability for the benefit of the parties (owner, user).

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to master all the off-plan sale legal and administrative steps.
- Be able to identify the fiscal needs of their client and to recommend them real estate properties.

MODULE – LANGUAGE (5 ECTS)

French as a Foreign Language

Subject level	For International students
Pre-requisite	None
Assessment	Oral exam
ECTS credits	3 ECTS

Summary of the subject

The course “**French as a Foreign Language**” focuses on learning the basics of French language and French culture.

Learning outcomes

- Learn the basics vocabulary.
- Learn about the French culture.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to speak basic French.
- Be able to write basic French.

Professional English

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Case study
ECTS credits	1 ECTS

Summary of the subject

The course “**Professional English**” enables the learning of the English language (vocabulary, writing) in a work context, with a focus on the real estate industry.

Learning outcomes

English I:

- Know the common phrases of professional writings.
- Master the basic vocabulary of real estate agency.
- Be able to welcome an English-speaking client in a formal way.
- Master the vocabulary of telephone conversations.

English II:

- Be able to write a formal and commercial email.
- Be able to exchange in an informal way about non-professional topics.
- Be able to exchange information on the phone.

English III:

- Master professional writings.
- Be able to present a real estate and know the commercial arguments.
- Be able to broadly explain the rental transaction and management in France.

Subject outcomes contribute to

- Lead the commercial team.
- Be able to evaluate a property.
- Describe the property technically (surface area, layout, environmental standards).
- Provide a justified property valuation.
- Advise the client on the lease termination or renewal and on rent reviews.
- Prepare and manage a co-owners meeting.
- Constitute and lead a team of co-workers.
- Create and develop a loyal contact network, monitor the business sector life and evolution.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to adapt their professional vocabulary to business practices.
- Be able to create professional documents in English.
- Be able to react spontaneously during discussions.
- Be able to read professional documents in English.

Oral Communication

Subject level	Undergraduate – 3 rd year
Pre-requisite	None
Assessment	Oral
ECTS credits	1 ECTS

Summary of the subject

The course **“Oral Communication”** helps to improve oral expression and fluency in a professional context.

Learning outcomes

- Master the tools to better prevent, manage and monitor individual or group conflicts.
- Learn to give a speech in public.
- Improve self-confidence.

Subject outcomes contribute to

- Lead the commercial team.
- Advise the client on the lease termination or renewal and on rent reviews.

- Prepare and manage a co-owners meeting.
- Form and lead a team of co-workers.
- Create and develop a loyal contact network, monitor the business sector life and evolution.

Learning and teaching methods

The learning and teaching methods is based on a combination of theoretical content with studying practical cases. Students work closely with the professionals from real estate and are trained to real-life professional situations.

Evaluation of the subject combines continuous assessment and final written or oral examinations.

Assessment criteria

- Be able to manage conflicts.
- Be able to adapt to the audience in any situation.