

STUDY PROGRAMS



This Program may change, please always consult our Services.

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1. ABOUT ESAI

ESAI (Escola Superior de Actividades Imobiliárias) it's private higher education institution and is the only school in Portugal, public or private, to teach higher education exclusively in the Real Estate area.

Established in 1990, by a group of companies and associations related to real estate, we were at the time of foundation, the pioneers in this type of education in Europe.

With more than 25 years of experience, ESAI provides a unique contribution, the foundation and operational tools to learn how to identify and grab Real Estate opportunities in Portugal and all over the world, in addition to a daily contact with the best professionals in the area.

A. MISSION AND GOALS:

ESAI is a creation, development and transmission center of science and culture that pursue:

- ✓ Higher education in real estate area
- ✓ Scientific and technological research
- ✓ Training and cultural progress, scientific, technical, social and moral
- ✓ Community service
- ✓ Collaboration and partnership with public and private, national or foreign entities, that aimed to the study of education policy, science and culture
- ✓ Cultural, scientific and technical exchange with institutions worldwide that have the same goals and level as ESAI (Check ESAI [Educational Project](#))

B. ESAI RESEARCH

Established in 2003, o Centro de Investigação Científica da Construção e do Imobiliário - CICCOTI – (Scientific Research Centre of Construction and Real Estate) is the only national research unit that adopts exclusively as objects of study, those affecting directly the real estate row.

Although CICCOTI is not a recognized unit by FCT (Foundation for Science and Technology) - all research effort is supported by ESAI as a long-term investment - the results are beginning gradually to emerge as proven by the many protocols with a wide range of public and private entities that seek for ESAI and its researchers to provide consulting services, asset valuation, property taxation and territory management.

Research, innovate and develop new work methods is one of the purposes that have guided the evolution and consolidation of CICCOTI.

ESAI partnership with other institutions, experts in the area and or through its Teachers and researchers within the CICCOTI, has developed a number of initiatives, themed events, scientific and technical forums, free and open to the public.

As the real estate area is characterized by a lack of knowledge and scientific production, this set of events aimed provide an informative view of experts in the field, as well as provide participants practical and specific information, exchange experiences and establish new contacts.

Scientific research, oriented research and professional high-level development of teachers in Real Estate Management is at the moment one of the main priorities of ESAI. To do so, the institution has been promoting the participation of teachers, researchers and technicians on activities that leads to their educational, vocational, academic, technical and scientific improvement.

ESAI has always seek to establish partnerships and protocols with national and international institutions and entities. With these partnerships ESAI has pursue to develop and stimulate a scientific mass through a strategy that promotes research in the field, visible thought articles, books and publications, through the participation in both national and international research networks, through the organization and participation in scientific meetings, exchange of teachers and students, research activity and research training, among others.

C. ESAI STRUCTURE:

DIRECTOR BOARD (CONSELHO DE DIREÇÃO)

ESAI Director (Diretor da ESAI): Dr. Vítor Reis

Course Director (Diretor de Curso): Prof. Doutor João Gomes

Administration Entity Representative (Representante da Administração da Entidade Instituidora):
Dr^a Julie Lefebvre

TECHNICAL-SCIENTIFIC COUNCIL (CONSELHO TÉCNICO-CIENTÍFICO)

President (Presidente): Dr. Vítor Reis

Vice-President (Vice-Presidente): Prof. ^a Doutora Teresa Florentino

Prof. Doutor Paulo Castanheira

Prof. Doutor João Gomes

Doutor Manuel Coelho da Silva

Prof. Doutora Sandra Vieira Gomes

PEDAGOGICAL COUNCIL (CONSELHO PEDAGÓGICO)

President (Presidente): Dr. Vítor Reis

Vice-President (Vice-Presidente): Prof. Doutora Rita Vitorino de Carvalho

Prof. Doutor João Gomes

Prof. Doutora Teresa Florentino

Prof. Doutor Paulo Castanheira

Students

CONSULTIVE COUNCIL (CONSELHO CONSULTIVO)

President: Doutor Manuel Coelho da Silva

Dr. Vítor Reis

Dr.^a Julie Lefebvre

Prof. Doutor João Gomes

Dr. Paulo Jorge Dinis Gouveia

APP II, Presidente da Direção

APFIPP, Membro da Direção

APEGAC, Presidente

ASAVAL, Presidente

APEMIP, Presidente

AHP, Presidente

APAE, Presidente

IMPIC, Presidente

Turismo de Portugal, Presidente

CML, Pelouro Habitação e Desenvolvimento Local

RICS Portugal, Presidente

DISCIPLINARY COMMITTEE (COMISSÃO DISCIPLINAR)

ESAI Director (Diretor da ESAI): Dr. Vítor Reis

Administration Entity Representative (Representante da Administração da Entidade Instituidora):

Dr^a Julie Lefebvre

EXTERNAL EVALUATION COMMITTEE (COMISSÃO DE AVALIAÇÃO EXTERNA)

Dr. Manuel Coelho da Silva

Prof. Doutor Gabriel Malagueta Feio

Prof. Doutora Maria Manuel Baptista

Dr. Pedro Jorge Braumann

Dr. Paulo Monteiro

D. ESAI COURSES ACCESS REQUIREMENTS

The general conditions of higher education access appear in the Portuguese Higher Education System, provided by [NARIC](#).

ESAI offers:

The Bachelor's Degree (1st cycle): in Real Estate Management (Gestão Imobiliária) after 180 ECTS credits of study. The degree is awarded after the completion of a three-year study programme.

Post-graduate Diplomas: MBA's - Short cycle programmes (between 35 and 60 ECTS) that may be taken as a part professional specialization.

Other specialized training courses in Real State and cross areas.

Access to **bachelor's Degree (1st cycle)** can be done through the Concurso Nacional de Acesso (National Access Competition,) organized by Direção-Geral do Ensino Superior ([DGES](#)).

Alternative forms of access to bachelor's Degree available are: special contests (for technological specialization diploma holders, accessibility examination of over 23 years students, accessibility examination for senior and middle courses holders), special policy of access, change, transfer and re-entry on Higher Education Courses. All these alternative forms of access are formalized through an application in the institution. For further information please check: [Condições de Ingresso](#) and [Regulamentos dos Regimes de Acesso](#).

MBA's access is made via Internet or through direct application at ESAI's administrative services.

E. CREDITING PREVIOUS LEARNING

According to legislation, training undertaken by students in higher education institutions (national or foreign) can be credited (ie, crediting certified training), as well as their professional experience (ie, accrediting professional experience).

For a quick and efficient integration of the student in their new training plan, certified training and professional experience crediting processes must be submitted at the time of application to access or when registering for classes.

For more information about the crediting process in ESAI (moments, procedures and criteria for crediting processes please check: [Regulamento Creditação de Competências](#)

F. EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#).

The Regulatory Standards of **Bachelor's Degree (1st cycle) in Real Estate Management and Bachelor's Degree (1st cycle) in Bachelor in Building and Construction Management** is available at [Normas Regulamentares da Licenciatura](#).

MBA's examinations, tests and evaluation follows the [Regulamento da Formação](#) and the Study Program of each course.

G. REGISTRATION AND ENROLLMENT

The registration and enrollment at ESAI courses are made annually via Internet or at the Administrative services, in accordance with regulations and specific calendar. For further information please check: [Condições de Ingresso](#).

The registration and enrollment of foreign students in mobility (Erasmus or other mobility resulting from protocols established with foreign higher education institutions) will be made through the Department of Development and International Relations - DDRI). For further information please check the page [DDRI](#)

MBA's applications and enrollment is made via Internet or through direct application at ESAI's administrative services, according to the [Regulamento da Formação](#) and [calendars](#).

H. ECTS GUIDE/ CREDIT SYSTEM

ECTS, the European Credit Transfer System, is a system based on allocation and transfer of academic credits developed by the European Commission to provide common procedures to guarantee the full transferability of credits for university studies abroad in order that they might count towards a final qualification in the home country. It provides a way of measuring and comparing academic merits and transferring them from one institution to another.

Courses are assigned a number of credits depending on the workload students need in order to achieve the expected learning outcomes.

Allocation of credits in ECTS is the process of assigning a number of credits to qualifications, degree programmes or single educational components. Credits are allocated to entire qualifications or programmes according to national legislation or practice, where appropriate, and with reference to national and/or European qualifications frameworks. They are allocated to educational components, such as course units, dissertations, work-based learning and work placements, taking as a basis the allocation of 60 credits per full-time academic year, according to the estimated workload required to achieve the defined learning outcomes for each component.

ESAI uses the ECTS and the Bologna principles in all its training courses and on student mobility.

The number of credits allocated to each course units/module are identified in each the study program and is determined by: The workload is measured in: estimated hours of student work; The number of student working hours includes all forms of work provided (contact hours /training hours/ projects / field work / study and evaluation).

In ESAI the workload of a student for one academic year corresponds to 60 ECTS credits and 30 ECTS for a semester and about 20 ECTS, in case of a quarter.

A detailed analysis is made of Degree programmes of both Higher Education Institutions (HEI's), outgoing and host. This analysis allows credit awarded by one higher education awarding body to be recognised and count towards the requirements of a programme at another institution; or that allows credit gained on a particular programme to contribute towards the requirements of a different one.

The mobility of an exchange student is guaranteed as long as the student respects the Learning or Training Agreement and gets positive evaluation.

Credits are awarded when appropriate assessment shows that the defined learning outcomes have been achieved at the relevant level.

The number of credits awarded to the student who demonstrates the achievement of learning outcomes is the same as the number of credits allocated to the component.

Evaluation methods include the whole range of written, oral and practical tests/ examinations, projects and portfolios that are used to evaluate the student's progress and ascertain the achievement of the learning outcomes of a course unit or module, whereas assessment criteria are descriptions of what the student is expected to do, in order to demonstrate that a learning outcome has been achieved.

The classification of each course unit/module is expressed through a note on a numerical scale from 0 to 20. The student is considered "approved" in a course unit/module if it obtains not less than 10.

The learning outcomes are classified by a national system and according to ECTS scale ordering the students on a statistical basis system.

The transcript of the notes is carried out in a document that indicates the name of the course unit/module in the institution of origin and the host and assigned respective ECTS (transcript of records). The conversion of notes is based on an official conversion tables used in the country. The mobility is referred in the Diploma Supplement.

For more information about the European Credit Transfer System check: [ECTS Guide/Credit System](#)

I. STUDY PROGRAMS

Degrees and study programs offered at ESAI:

- A Bachelor's Degree (1st cycle) in Real Estate Management (Gestão Imobiliária) achieved after 180 ECTS credits of study. The degree is awarded after the completion of a three-year study program;
- Post-graduate Diplomas: MBA's - Short cycle programs (between 35 and 60 ECTS) that may be taken as a part professional specialization;
- Other specialized training courses in Real State and cross areas.

Any questions can be answer via the Course Director, via the ERASMUS Coordinator or via the Development Department and International Relations (DDRI).

Since, all the courses are taught only in Portuguese, ESAI is working on a Portuguese Language and Culture Course. This course, non-academic grade, will be available for non-Portuguese nationality students, in order to initiate and deepen their training in Portuguese language and culture. Mobility students will be encouraged to take the course of Portuguese Language and Culture in order to improve their language skills for a better and faster integration in the country and in ESAI.

J. CONTACTS

For further information, please contact:

Administrative services

Monday to Friday: from 09:30 am to 09:30 pm

Telephone: +351 21 83 67 010 | Fax : +351 21 83 67 019 | Email: esai@esai.pt

ERASMUS Coordinator: Dr. Vitor Reis: vitorreis@esai.pt

Development Department and International Relations (DDRI): sandrabento: sandrabento@esai.pt

DDRI Office Hours: Tuesdays and Thursdays from 3:00 to 5:00pm

Adress: Praça Eduardo Mondlane, 7C - Marvila 1950-104 Lisboa

Tel.: 21 836 70 10 | Fax: 21 836 70 19

2. BACHELOR'S DEGREE (1ST CYCLE) IN REAL ESTATE MANAGEMENT

COURSE CODE: 1

FRAMEWORK:

The concept of Real Estate Management includes all professional, commercial and administrative activities of all those who provide consulting, valuation, management, brokerage and promote real estate property in all its forms.

The concept can be defined as management, in all its aspects, management of resources linked to real estate by the application of a properly tested knowledge and a combination of skills in certain technical and management areas. The different origin of these skills makes that the basic knowledge that sustains them will have to be multipolar, although integrated.

Therefore, the academic study of Real Estate Management will have to be based on a set of several interrelated disciplines which, when properly integrated, enable Graduates in Real Estate Management to evaluate and develop real estate resources in a rational and objective manner.

Allowing graduates to be able to solve any type of problem associated with management and allocation of these resources, but also to reach a full understanding of its relations with other economic, social and political factors.

Bachelor's Degree (1st cycle) in Real Estate Management is recognized by the Ministry of Education by [Portaria 889/90](#) of 22 September.

ESAI's teaches the Bachelor Degree (1st cycle) in Real Estate Management under the authorization granted by the Ministry of Education, Decision n.º 1/2011 ([Diário da República, 2nd series - nº 176 of September of 2011.](#))

QUALIFICATION: 1st cycle degree level, Level 6 of EQF.

ACCESS REQUIREMENTS:

Access to **Bachelor's Degree (1st cycle)** can be done through the Concurso Nacional de Acesso (National Access Competition,) organized by Direção-Geral do Ensino Superior ([DGES](#)), from students who obtain a minimum score of 95 points (on a scale of 0 to 200) in one of the following national entrance exams: Portuguese or Mathematics or Geography. Alternative forms of access to Bachelor's Degree available: special contests (for technological specialization diploma holders, accessibility examination of over 23 years students, accessibility examination for senior and middle courses holders), special policy of access, change, transfer and re-entry on Higher Education Courses. All these alternative forms of access are formalized through an application in the institution. For further information please check: [Condições de Ingresso](#) and [Regulamentos dos Regimes de Acesso](#).

The general conditions of higher education access appear in the Portuguese Higher Education System, provided by [NARIC](#).

CREDITING PREVIOUS LEARNING:

Following the implementation of Bologna Process and consequent legislation on student mobility between courses and higher education institutions, it should be given credit to the training undertaken by students in the context of other higher studies cycles, in higher education institutions, national or foreign (crediting certified training), as well as their professional experience (ie, accrediting professional experience) and post- secondary level training.

Therefore, ESAI does credit prior learning of student who joins a course in the institution.

For a quick and efficient integration of the student in their new training plan, certified training and professional experience crediting processes must be submitted at the time of application to access or when registering for classes.

For more information about the crediting process in ESAI (moments, procedures and criteria for crediting processes please check: [Regulamento Creditação de Competências](#)

DURATION: 6 semesters

SCHEDULE:

Lectured after working hours (after 6 p.m.) - Bachelor's Degree (1st cycle) in Real Estate Management does not require daily commuting, all classes are transmitted in real time via TeamViewer (system complemented with interactive whiteboard)

ECTS: 180

GENERAL OBJECTIVES:

At polytechnic higher education, the studies cycle leading to bachelor's degree should value, especially the creation, transmission and diffusion of culture and professional knowledge, through the articulation of study, teaching, guided research and experimental development.

Bachelor's Degree (1st cycle) in Real Estate Management aims to provide students with a solid foundation of learning and knowledge essential for join the labor market without, however, being considered specialists in some of the specific sub-areas of real estate. Being essentially a generic formation in management (and economics) has associated other scientific areas that complement the basic training of any professional in the field of real estate, namely: Law, Real Estate Activities, Urban Planning and Construction.

The primary objective of Bachelor's Degree (1st cycle) in Real Estate Management is to provide students with knowledge, understanding and critical awareness about the theory and practice of Real Estate Management, as well as develop the analytical skills necessary to solve the problems that are in each moment in such a vast field as is the real estate.

This training may, if students want it, continue in a 2nd cycle of more specialized training and more targeted to each of the specific sub-areas of real estate, mainly in the following: Real Estate Appraisal, Real Estate Project Management, Real Estate Business Management and Promotion and Real Estate and Resorts Management.

SPECIFIC OBJECTIVES:

- To provide students with a clear understanding of the economic, financial, political and social aspects associated with real estate;
- To instill in students the aptitude for a critical awareness, about citizens and the community, about the affectation and management of real estate resources. This approach should be framed, when appropriate, from a European and global perspective.
- To transmit knowledge about the adequate use of research methodologies, in particular regarding collect, analysis, treatment and interpretation of data, as well as to develop their presentation and communication skills through the use of appropriate oral and written techniques.
- To develop in students the ability to apply theory to professional practice, training professionals perfectly qualified to pursue a career in Real Estate Management and related areas.
- To be able to respond to contemporary challenges induced by the rapid evolution of Portuguese real estate market through an effective integration into a wider market such as the European market.

- To provide students with the skills to continue their work in research and/or apply for highest academic degrees.
- To develop students' research capacities to allow, facilitate and guarantee the quality of activities such as innovation, research, and the development of solutions in a daily professional practice.
- To develop students' communication abilities in real estate technical English, in order to allow them to establish an effective dialogue with international peers or be able to correctly interpret written or verbal communication in English, whether technical, scientific or either within the real estate business.
- To develop students' management, human resources and team's skills to enable them to ensure better performance and productivity of project teams, stakeholders or daily professional partners.
- To develop students' negotiation and emotional intelligence skills in order to respond effectively to challenges, constraints and aggressive environments of new business models and the complexity of real estate activity.
- To develop students' entrepreneurship and real estate consulting skills in order to successfully create new real estate businesses as well as providing consulting and technical and business advisory/consulting services within the real estate sector.
- To develop in students their capacity to analysis and deep understanding of the new paradigm of 'cities of the future' in order to enable them to understand trends, sustainability solutions, demographic movements, new habits of the urban world, so that they can respond assertively to this new challenge.
- To develop students' knowledge of practical skills of effective application of the main technical and scientific knowledge of the real estate sector, through the application of theory and practice to a real problem of real estate activity.

CAREER PROSPECTS/PROFESSIONAL ACTIVITIES: All who develop or intend to develop their work in the following areas:

- Investment Funds Management;
- Real Estate Property Management;
- Real Estate Assets Management;
- Buildings and Facilities Management;
- Construction Management;
- Brokerage Management;
- Promoters Management;
- Real Estate Appraisal;
- Real Estate Projects Management.

COURSE DIRECTOR: Phd João Gomes

ACCESS TO OTHER STUDY CYCLES:

The Bachelor's Degree (1st cycle) allows the pursuit of post-graduate studies, according to Portuguese Higher Education System organization chart provided by [NARIC](#) and presented in section 8 of Diploma Supplement.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#).

The Regulatory Standards of Bachelor's Degree (1st cycle) in Real Estate Management is available at [Normas Regulamentares da Licenciatura](#).

For more information about the evaluation and classification process, please check in this document section "ECTS Guide/Credit System".

STUDY PROGRAM

1. ^o Year

Code	Curricular Unit	Frequency	ECTS
1	Real Estate Methodology	Semester (1. ^o)	4,5
128	Quantitative Methods I	Semester (1. ^o)	3,0
3	Introduction to Law	Semester (1. ^o)	5,5
222	Property Valuation I	Semester (1. ^o)	5,5
224	Information & Communication	Semester (1. ^o)	5,5
226	Introduction to Scientific Methodology	Semester (1. ^o)	3,0
6	Introduction to Economics	Semester (1. ^o)	4,0
129	Quantitative Methods II	Semester (2. ^o)	3,0
4	Construction Technology I	Semester (2. ^o)	5,5
223	Property Valuation II	Semester (2. ^o)	5,5
131	Urban and Regional Economics	Semester (2. ^o)	5,0
7	Accounting	Semester (2. ^o)	6,0
225	English Applied to Real Estate	Semester (2. ^o)	4,0

2. ^o Year

Code	Curricular Unit	Frequency	ECTS
132	Urbanism I	Semester (1. ^o)	4,0
10	Financial Management	Semester (1. ^o)	5,5
138	Management Companies	Semester (1. ^o)	5,0
229	Human Resources Management	Semester (1. ^o)	3,0
15	Property Development I	Semester (1. ^o)	5,0
140	Financial Calculus	Semester (1. ^o)	6,0
16	Construction Technology II	Semester (1. ^o)	4,0
230	Negotiation and Emotional Inteligence	Semester (2. ^o)	3,0
133	Urbanism II	Semester (2. ^o)	4,0
231	Property Valuation III	Semester (2. ^o)	4,0
14	Compared Real Estate	Semester (2. ^o)	5,0
227	Real Estate Law I	Semester (2. ^o)	5,5
228	III Information for Real Estate	Semester (2. ^o)	6,0

3. ^o Year

Code	Curricular Unit	Frequency	ECTS
17	Real Estate Brokerage	Semester (1. ^o)	4,5
18	Property Development II	Semester (1. ^o)	4,5
142	Principles of Marketing	Semester (1. ^o)	3,5
24	Taxation	Semester (1. ^o)	3,0
234	Project Management	Semester (1. ^o)	6,0
235	Cities of Tomorrow	Semester (1. ^o)	3,0
141	Property Development III	Semester (2. ^o)	4,5
122	Real Estate Marketing	Semester (2. ^o)	3,5
26	Real Estate Investment Analysis	Semester (2. ^o)	5,5
22	Construction Technology III	Semester (2. ^o)	4,0
232	Entrepreneurship and Real Estate Consulting	Semester (2. ^o)	3,5
20	Real Estate Law II	Semester (2. ^o)	3,5
233	Property Management	Semester (2. ^o)	4,0
236	Case Study Project	Semester (2. ^o)	7,0

WEB: [Bachelor's Degree in Real Estate Management](#)

3. BACHELOR'S DEGREE (1ST CYCLE) IN Building and Construction Management

COURSE CODE: 3

FRAMEWORK:

This new cycle of studies includes an innovative character project, specifically for the ability to combine the technical knowledge of construction with the field of management, thus aiming to fill the shortage of professionals specialized in a fast growing area.

It is intended that the graduates will be able to carry out their activity in the area of building management and works, as well as in the management of the assets, in the participation in multidisciplinary teams, in the areas of project management of real estate activity, design, direction and supervision of new construction works or rehabilitation / remodeling of the building, in the public or private sector, in training and applied research

ESAI's teaches the Bachelor Degree (1st cycle) in Building and Construction Management under the authorization granted by the Decision n.º [n.º 7571/2019 – Diário da República n.º 162/2019, Série II de 2019-08-26](#)

QUALIFICATION: 1st cycle degree level, Level 6 of EQF.

ACCESS REQUIREMENTS:

Access to **Bachelor's Degree (1st cycle)** can be done through the Concurso Nacional de Acesso (National Access Competition,) organized by Direção-Geral do Ensino Superior ([DGES](#)), from students who obtain a minimum score of 95 points (on a scale of 0 to 200) in one of the following national entrance exams: Economics or Mathematics or Economics and Portuguese. Alternative forms of access to Bachelor's Degree available: special contests (for technological specialization diploma holders, accessibility examination of over 23 years students, accessibility examination for senior and middle courses holders), special policy of access, change, transfer and re-entry on Higher Education Courses. All these alternative forms of access are formalized through an application in the institution. For further information please check: [Condições de Ingresso](#) and [Regulamentos dos Regimes de Acesso](#).

The general conditions of higher education access appear in the Portuguese Higher Education System, provided by [NARIC](#).

CREDITING PREVIOUS LEARNING:

Following the implementation of Bologna Process and consequent legislation on student mobility between courses and higher education institutions, it should be given credit to the training undertaken by students in the context of other higher studies cycles, in higher education institutions, national or foreign (crediting certified training), as well as their professional experience (ie, accrediting professional experience) and post- secondary level training.

Therefore, ESAI does credit prior learning of student who joins a course in the institution.

For a quick and efficient integration of the student in their new training plan, certified training and professional experience crediting processes must be submitted at the time of application to access or when registering for classes.

For more information about the crediting process in ESAI (moments, procedures and criteria for crediting processes please check: [Regulamento Creditação de Competências](#)

DURATION: 6 semesters

SCHEDULE:

Lectured after working hours (after 6 p.m.) - Bachelor's Degree (1st cycle) Building and Construction Management does not require daily commuting, all classes are transmitted in real time via TeamViewer (system complemented with interactive whiteboard)

ECTS: 180

GENERAL OBJECTIVES:

At polytechnic higher education, the studies cycle leading to bachelor's degree should value, especially the creation, transmission and diffusion of culture and professional knowledge, through the articulation of study, teaching, guided research and experimental development.

The creation of the Bachelor's Degree (1st cycle) Building and Construction Management aims to fill the shortage of specialized licensees in the field of building and work management, an area that has been growing in recent years and this trend is expected to continue.

The syllabus competes for a professional broadband profile aiming at the training and ability to apply students' knowledge in solving real problems in the sector of the construction economy.

SPECIFIC OBJECTIVES:

- To understand the operation of real estate investment projects technically - constructive and economic framed;
- To know the theoretical-practical aspects of Project Management that assures a high rigor in the approach to a construction project;
- To integrate and apply the specific operational concepts inherent in Project Management, in oriented way to increasingly specific realities of a real estate project;
- Understand the technical components of execution of a real estate project, in a contextualized and scientifically sustained way;
- Mastering the issues related with project evaluation, and their relationship with sources of financing in real estate, as a critical decision factor;
- To develop, in a tendentially autonomous way, lines of research on real estate in Portugal.

CAREER PROSPECTS/PROFESSIONAL ACTIVITIES:

All who develop or intend to develop their work in the following areas:

- Investment Funds Management;
- Real Estate Property Management;
- Real Estate Assets Management;
- Buildings and Facilities Management;
- Construction Management;
- Brokerage Management;
- Promoters Management;
- Real Estate Appraisal;
- Real Estate Projects Management.

COURSE DIRECTOR: Phd João Gomes

ACCESS TO OTHER STUDY CYCLES:

The Bachelor's Degree (1st cycle) allows the pursuit of post-graduate studies, according to Portuguese Higher Education System organization chart provided by [NARIC](#) and presented in section 8 of Diploma Supplement.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#).

The Regulatory Standards of Bachelor's Degree (1st cycle) is available at [Normas Regulamentares da Licenciatura](#).

For more information about the evaluation and classification process, please check in this document section "ECTS Guide/Credit System".

1ºYear

Curricular Unit	Scientific area	Frequency	Working Hours	Contact Hours	ECTS
Quantitative Methods I	AC	Annual	135	42	5
Technical English	AC	Annual	135	42	5
Technical Drawing and Graphical Analysis	AC	Annual	135	42	5
Construction Materials	TC	Annual	135	42	5
Construction and Structural Sciences	TC	Annual	135	42	5
Applied Physics	AC	Annual	135	42	5
Quantitative Methods II	AC	Annual	135	42	5
TII for Architecture and Construction Projects	AC	Annual	135	42	5
Economics and Management	CE	Annual	135	42	5
Geotechnics and Building Foundations	TC	Annual	135	42	5
Processes and Construction Techniques I	TC	Annual	135	42	5
Construction and Structural Systems	TC	Annual	135	42	5

2º Year

Curricular Unit	Scientific area	Frequency	Working Hours	Contact Hours	ECTS
Marketing and Business Strategy	CE	Annual	135	42	5
Survey Techniques in Buildings	TC	Annual	135	42	5
Operational Management of Buildings	GC	Annual	135	42	5
Quality, Safety and Environment Management in Construction	GC	Annual	135	42	5
Processes and Construction Techniques II	TC	Annual	135	42	5
Processes and Reinforcement Techniques of Structures and Foundations	TC	Annual	135	42	5
Services and Property Management	CE	Annual	135	42	5
Scientific Methodologies	CE	Annual	135	42	5
Human Resource Management	CE	Annual	135	42	5
Management of Construction Site	GC	Annual	135	42	5
Sustainability of Buildings	TC	Annual	135	42	5
Pathology and Rehabilitation of Buildings	TC	Annual	135	42	5

3º Year

Curricular Unit	Scientific area	Frequency	Working Hours	Contact Hours	ECTS
Property Valuation	CE	Annual	135	42	5
Project Management	CE	Annual	135	42	5
Building Maintenance	TC	Annual	135	42	5
Construction Observation and Monitoring	TC	Annual	135	42	5
Building Remodeling	TC	Annual	135	42	5
Integrated Management of Construction	GC	Annual	135	42	5

Technology					
Construction, Rehabilitation and Refurbishment Management Project	GC	Annual	405	84	15
Facility Management Project	GC	Annual	405	84	15

Web: <https://esai.pt/licenciatura/gestao-edificacao/>

4. MBA's

A. REAL ESTATE PROJECT MANAGEMENT MBA

COURSE CODE: 530

FRAMEWORK:

ESAI is the only school exclusively dedicated to the teaching and training of real estate activities and its interrelation with the set of associated sciences. Among the most emerging sciences lies the science that gives rise to the most sought-after profession in the world today - the Certified Project Manager!

The Real Estate Project Management MBA, a unique initiative and international prestige, has a recognized teaching body and an advanced program which will address topics of major importance for the current economic moment, emphasizing the rigorous control of investments, cost, in term and in quality, guaranteeing sustainability of the business and leading to the loyalty of the clients and the market.

This MBA has a modular format which will include everything from business management simulations, cost and time estimation models, risk analysis models, Monte Carlo simulations, to topics such as emotional intelligence, effective communication, team management and management of purchases and supplies.

As a final goal, this MBA effectively prepares all its participants for the most sought-after management certification worldwide - the PMP® ([Project Management Professional](#)) of the [Project Management Institute](#), providing to its participants with a theoretical knowledge, practical and consolidated experience for this new organizational challenge – the project management.

Recognized as one of the most emerging sciences of the last century, project management takes its maximum expression in an economy characterized by instability, uncertain and dominated by external variables of the organization. Management faces a troubled period of uncertainties with the consequent need to rethink the way of being in the market and the correct definition of the business strategy. Success can be achieved through our own management of the market laws and the creation of our own supply space, through being more competitive, presenting more quality, more innovation, presenting *time-to-market* solutions that meet client's pressing needs. Only with this *focus can* we be leaders and market "movers".

Project means change, means organizational evolution. It is through projects that we can achieve leadership, because projects are the ones that drive the achievement of a company organizational strategy. It is through the implementation of projects that depends the market success of companies. Therefore, it is necessary to do the right projects and manage them well, only by this way we will achieve sustainability and the prosperity of the business. This is precisely the challenge of this MBA.

QUALIFICATION: MBA/ Postgraduate studies (EQF level 6. ISCED level 5).

DURATION: 1 academic year (2 semesters, a total of 220 hours)

ECTS: 36,5

SCHEDULE: On Saturdays - 50% of the classes (of each module) can be assisted at home through TeamViewer.

GENERAL OBJECTIVES:

Provide trainees with a multidisciplinary and integrated view of a project management life cycle, from a business perspective to a technical, social and human perspective.

In this vision, it is intended to transmit the knowledge and tools so that trainees can assume the leadership of a project and make it happen in a predictable way, guaranteeing the objectives and the satisfaction of the client. To achieve this objective, will be use the best practices, techniques and tools compiled in various regulations, namely recognized **PMBOK® Guide** and the **BABOK® Guide** which are international references in business analysis and in the management of projects. As a complement will be use *Best Sellers* in the fields of **Risk Management, Human Resource Management, Effective Communication and Emotional Intelligence**.

Goals:

- ✓ To define the investment strategy;
- ✓ To simulate the best configuration for the project;
- ✓ To strictly define the scope and quality of the project;
- ✓ To determine a rigorous project plan;
- ✓ To manage during the project the deviations of term and budget;
- ✓ To motivate and communicate with teams and clients;
- ✓ To be able to emotionally manage stakeholder expectations;
- ✓ To prepare for PMI® International Professional Certification.

ACCESS REQUIREMENTS/PROFESSIONAL ACTIVITIES:

Graduates, all who develop or intend to develop their work in this area and need to develop specific skills in the Real Estate Projects Management.

This MBA was developed thinking the needs of trainees, such as administrators, managers, investors, technicians, team members and real estate companies and other related areas.

- Managers and technicians in real estate companies;
- Asset managers;
- Asset developers;
- Financial managers responsible for real estate assets;
- Financial financing structuring engineers;
- Real estate investment fund managers;
- Urban and real estate developers;
- Buildings constructors, infrastructures, utilities, public spaces, engineering companies;
- Urban maintenance company's managers;
- Architects and managers (urban planning and architecture programs);
- Real estate appraisers;
- Real estate consultants.

TRAINING METHODOLOGIES:

- ✓ Expository methodologies for the presentation of theoretical reference frameworks.
- ✓ Participatory methodologies with analysis and resolution of application exercises;
- ✓ Participatory methodologies with analysis and discussion of case studies;
- ✓ Experimental methodologies with simulation of real situations (role-play);
- ✓ Active methodologies with individual work;
- ✓ Active and collaborative methodologies with group work.

EVALUATION METHODOLOGY:

For each module there will be written tests and/or practical works as indicated by each teacher. They will be evaluated on a scale of 0 to 20 values.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#) and are indicated in each course program.

ATTENDANCE:

Attendance is a vital behavior in vocational training. Your learning will be greatly impaired if you miss training sessions. Your absences will be recorded. To issue a certificate of attendance, a minimum of 50% of the classes of each module is required. TeamViewer Remote Module assistance is not counted for the 50% face-to-face.

CURRICULAR STRUCTURE AND LEARNING AGREEMENT:

The curricular structure is based on 6 large areas of knowledge from an essentially public management perspective, and in the second semester of private management.

There are areas of study that seek to transmit knowledge and tools, whose main topics covered in each module are indicated in the table below, this being an indicative description of the topics to be developed.

Training modules 1st Semester					
	Code :270 Fundamentals of Project Management	Code: 271 Real Estate Project Management Practice	Code: 272 Risk Management Techniques in Real Estate Projects	Code:273 Quality Management in Real Estate Projects	Code: 274 Purchasing and Contract Management in Real Estate Projects
Content	Origin of Project Management Objectives of a Project Organizational Structures Project Stakeholders	Definition of the Scope Definition of WBS Planning Techniques: PDM, RBS, ADE, Resource Leveling and Loading EVM Project Control Technique Closure and Lessons Learned, New	Risk Definition Identification and Risk Assessment Qualitative Risk Analysis Quantitative Analysis Risk Response Planning Monitoring and Control Risks	Definition of Process Quality and Product Quality Planning Quality Assurance Quality Control	Analysis of Contract Types Analysis "Makeor Buy" Purchase Planning Driving Acquisition Contract Management Contract Closure
ECTS	3,65	3,65	3,65	3,65	3,65

Training modules 2nd Semester					
	Code: 275 Leadership, Team Management and Emotions	Code: 276 Advanced Communication Techniques	Code: 277 Real Estate Project Marketing	Code: 278 Business Management by Projects Real estate	COde: 279 Preparation for PMP Certification® of the PMI®
Content	Leadership Styles Principles of Management and Team Development Emotional Intelligence Techniques	Definition of Effective Communication Speaking in Public Negotiation Techniques Conducting Technical Delegation and Supervision Meetings	Promotion of real estate project Project and Product Marketing Plan Context and Market Analysis The Real Estate Project Setup	Project Configuration Analysis Macro Techniques Estimating Costs and Deadlines Financial Economic Analysis of Investment Decision Indicators	Initiation Techniques and Tools Planning Techniques and Tools Execution Techniques and Tools Technical Monitoring and Control Techniques and Tools and Closure Tools Simulation and Diagnosis of the Exam
ECTS	3,65	3,65	3,65	3,65	3,65

WEB: [Real Estate Project Management MBA](#)

B. URBAN REHABILITATION, REGENERATION AND REQUALIFICATION MBA

COURSE CODE: 510

FRAMEWORK:

The real estate sector currently has a unique opportunity to requalify and its main actors to re-submit to the market, as those who have transformed a sector that has gone from being eminently building to being a sector that promotes value by creating urban **environments of excellence**, and thus **essentially based on the valuation of property assets**.

For a traditional clients who bought apartments, we must now include financial institutions operating in the transformation market through project financing, but also those that manage assets during their life cycle such as investment funds and pension funds.

On the other hand, national, regional and municipal governments today have to respond to increasingly demanding customers (voters) both in the creation, maintenance and animation of public space, and in managing the built heritage of which they are responsible.

Today we have a competition between cities looking for solutions to offer guarantees of sustainability (offer a better future to the population, the environment, investors).

In addition to ensuring sanitation and electricity, the population today demands the defense of biodiversity, ecological footprints, green mobility solutions, higher education, qualified employment, public participation, safe urban centers, with business life, with commercial life, with cultural life, with lives of people of all ages and all social classes.

It is necessary to **think again and create new business models** within the promoter companies, within the construction companies and even in the mediation and evaluation organizations, as well as the public organizations that guarantee the final quality of the transformed space.

This is the challenge that this MBA in R3U responds to, taking advantage of the crisis to develop new business and promote the quality of urban life

QUALIFICATION: MBA/ Postgraduate studies (EQF level 6. ISCED level 5).

DURATION: 1 academic year (2 semesters, a total of 252 hours)

ECTS: 42

SCHEDULE: On Saturdays - 50% of the classes (of each module) can be assisted at home through TeamViewer.

GENERAL OBJECTIVES:

To provide trainees with a multidisciplinary vision, integrated into urban development and the role of the real estate sector in general and urban rehabilitation as drivers of the transformation of today's cities into sustainable cities.

In this sequence, it is intended to transmit to the trainees knowledge and tools so that they can be better actors, in the development and implementation of urban policies, of valuation of the built heritage, but also of the environmental and social heritage.

It also seeks, through a teaching method particularly based on practical cases, to promote entrepreneurship, both for the development of private organizations for profit and organizations oriented to the defense of public, social and environmental cause.

Considering the complexity of the development of the built environment, in the greatest demand in financing projects, particular attention is given to aspects related to financial management, as well as risk analysis, fundamental, to develop financing solutions.

- To promote Sustainable Cities (attractive to the population, and to investors);
- To value the heritage of cities (from both public and private perspectives)
- Developing entrepreneurship and new real estate business
- To analyze risks and opportunities, develop financing solutions for real estate projects.

ACCESS REQUIREMENTS/PROFESSIONAL ACTIVITIES:

Graduates, all those who in their course of study or professional need to develop specific skills in Urban Rehabilitation, Regeneration and Requalification.

- Asset Managers - Capital managers related to real estate assets;
- Asset Developers - Managers of assets in transformation;
- Financial managers responsible for real estate assets;
- Financial and Structuring Engineers;
- Real Estate Investment Fund Managers;
- Toxic real estate asset managers;
- Urban and real estate developers;
- Builders of buildings, infrastructures, utilities, public spaces;
- Managers of urban maintenance companies;
- Managers of urban entertainment companies;
- Jurists and Lawyers, process and project managers of Urbanism and Real Estate;
- Architects and Managers of Urbanism and Architecture programs;
- Managers of Building and Utilities Infrastructure Engineering companies;
- Urban, Rural and Real Estate Asset Mediators;
- Real Estate Appraisers and Consultants.

TRAINING METHODOLOGIES:

Presentational sessions using the expositive method and the "case studies". There will also be complementary thematic sessions.

EVALUATION METHODOLOGY:

For each module there will be written tests and/or practical works as indicated by each teacher. They will be evaluated on a scale of 0 to 20 values.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#) and are indicated in each course program.

ATTENDANCE:

Attendance is a vital behavior in vocational training. Your learning will be greatly impaired if you miss training sessions. Your absences will be recorded. To issue a certificate of attendance, a minimum of 50% of the classes of each module is required. TeamViewer Remote Module assistance is not counted for the 50% face-to-face.

STUDY PROGRAM:

The curricular structure is based on 6 large areas of knowledge from an essentially public management perspective, and in the second semester of private management.

There are areas of study that seek to transmit knowledge and tools, whose main topics covered in each module are indicated in the table below, this being an indicative description of the topics to be developed.

Training modules 1 st Semester						
	Area 1 R3U business strategy and assembly	Area 2 Space Management and Projects	Area 3 Economics, Finance and Investments	Area 4 Urbanism Law, real estate and Rehabilitation	Area 5 Evaluation and Management of Heritage	Area 6 Market and Territorial marketing and Real Estate
Content	<u>Code: 200</u> Sustainable Urban and Regional Development DS = SRU's S3	<u>Code: 201</u> Management of Urban Space and Public Space Spatial planning Urbanism Public space Architecture	<u>Code: 202</u> Financial Management of Balance Sheet Organizations Statement of Treasury Results	<u>Code: 203</u> Urbanism Law PdM's detail plans Allotments Licensing Requalification	<u>Code: 204</u> Real Estate Valuation Location Evaluation methods	<u>Code: 237</u> Market Studies Facilitate the decision- making process within the organization, providing a rational and disinterested view of the project under analysis
ECTS	3,5	3,5	3,5	3,5	3,5	3,5

Training modules 2 nd Semester						
	Area 1 R3U business strategy and assembly	Area 2 Space Management and Projects	Area 3 Economics, Finance and Investments	Area 4 Urbanism Law, real estate and Rehabilitation	Area 5 Evaluation and Management of Heritage	Area 6 Market and Territorial marketing and Real Estate
Content	<u>Code: 206</u> Assembly of the Urban Rehabilitation Business Promotion of urban rehabilitation business PPP's (private public partnerships) PFI's (Project finance initiative)	<u>Code: 207</u> Investment Project Management and Rehabilitation Asset Acquisition Licensing Planning Marketing Budgets Financing	<u>Code: 208</u> Analysis of Real Estate Investments Investment models Main indicators Risk analysis Methods of financing equity and other people's capital	<u>Code: 209</u> Real Estate Law CPCV's Deeds Companies vehicle Statutes Parassocial Real estate investment funds	<u>Code: 210</u> Heritage Management Yield management lifecycle Facilities management Asset management	<u>Code: 238</u> Territorial Marketing Marketing and Communication of the City Attraction investment and Marketing
ECTS	3,5	3,5	3,5	3,5	3,5	3,5

WEB: [Urban Rehabilitation, Regeneration and Regualification \(R3U\) MBA](#)

C. REAL ESTATE BUSINESS MANAGEMENT AND PROMOTION MBA

COURSE CODE: 514

FRAMEWORK:

This MBA was structured in order to deepen the knowledge in the area. With a 307.5 Hours, this MBA contains 18 curricular units, in which it will develop various skills and achieve its full performance potential in the

area of Real Estate Management and Promotion.

QUALIFICATION: MBA/ Postgraduate studies (EQF level 6. ISCED level 5).

DURATION: 1 academic year (2 semesters, a total of 307,5 hours)

ECTS: 51,25

SCHEDULE: On Saturdays - 50% of the classes (of each module) can be assisted at home through TeamViewer.

GENERAL OBJECTIVES:

Providing the students with knowledge and critical awareness about the theory and practice of Real Estate Management and Promotion, allowing them to have a competent approach to the emerging issues of the use, allocation and management of Real Estate resources.

To transmit information about the Economic, Financial, Social and Political mechanisms that condition the Real Estate market.

To provide knowledge in all areas that make up one of the most transversal economic activities of our economy.

To develop in the trainees the ability to apply theory to professional practice. To instil the entrepreneurial spirit of Management, Leadership and Teamwork, increasingly necessary in contexts of increased business competitiveness.

ACCESS REQUIREMENTS/PROFESSIONAL ACTIVITIES:

Graduates, all those who in their course of study or professional need to develop specific skills in Real Estate Business Management and Promotion.

- Financial Directors of medium and large companies;
- Middle and senior management of Real Estate Promotion, Civil Construction, Real Estate Mediation and Condominium Management companies;
- Real Estate Investment Funds and Pension Funds Managers;
- Local and Central Administration Technicians linked to Heritage Areas, Urban Planning or Licensing.

TRAINING METHODOLOGIES:

Presential sessions using the expositive method and the "case studies".

There will also be complementary thematic sessions.

EVALUATION METHODOLOGY:

For each module there will be written tests and/or practical works as indicated by each teacher. They will be evaluated on a scale of 0 to 20 values.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#) and are indicated in each course program.

ATTENDANCE:

Attendance is a vital behavior in vocational training. Your learning will be greatly impaired if you miss training sessions. Your absences will be recorded. To issue a certificate of attendance, a minimum of 50% of the classes of each module is required. TeamViewer Remote Module assistance is not counted for the 50% face-to-face.

STUDY PROGRAM:

The course is organized in 18 modules with variable workload from 7.50 and 30 hours.

1st Semester			
Code	Modules	Content	Ects
<u>247</u>	Economy of the furniture	The Real Estate Economy Basic Concepts of Economic Nature on the Real Estate Market Brief considerations on the Analysis of the Real Estate Market Macroeconomic, demographic and urban economy aspects more decisive in real estate supply and demand Factors of location of activities and demand of real estate organization of space and infrastructure Interrelations between the Real Estate Market, the Financial Market and macroeconomic structures Empirical studies for the case Portuguese	2,5
<u>119</u>	Real Estate Taxation	Real Estate Taxation and Real Estate Investment Vehicles	2,5
<u>248</u>	Ethics and Deontology in Real Estate	Framing of international standards Framing and understanding real estate ethical standards from an international perspective: RICS Code of Conduct Understand, decide and communicate what is "correct" Practical application of ethical challenges - Practical Cases Practical application of rics ethical standards - Practical cases	1,25
<u>249</u>	Real Estate and Building Law	The Right to Property The most commonly used bond contracts in the Real Estate Sector Urban Rehabilitation Urbanism Law	2,5
<u>240</u>	Planning and Operational Urbanism	Evolution and problems of the planning and management of the territory Morphological elements of the city; The soil: multidimensionality, value formation, policies and their instruments; Legal framework for spatial planning; Territorial management instruments, with special focus on municipal spatial planning plans: content and analysis of plans from the perspective of real estate management; Concepts, indexes and urban parameters; Systems for the execution of perished plans; Legal framework for urban operations, typology of operations and their respective prior control procedures;	2,5
<u>40</u>	Construction Techniques	The Architecture of Buildings/Project The Requirements of Safety, Habitability and Economy Quality in Construction Durability and Costs Building Construction Process The Constituent Elements of Buildings/Buildings General Criteria for the Rehabilitation of Housing Buildings (EH) Pathology of Buildings and Their Materials Structural and Constructive Anomalies in HS	2,5
<u>114</u>	Traditional Methods of Real Estate Valuation	Traditional Methods of Real Estate Valuation	5
<u>250</u>	Real Estate Financing Instruments	Introduction to financing policy. Sources of Long-Term Financing Long-term Financing: Real Estate Investment Financing/Financial Leverage Interest Rate Risk Real Estate and Financial Markets	2,5

2nd Semester			
Code	Modules	Content	Ects
<u>112</u>	Financial Accounting Principles	The evolution of the role of the Accounting Financial Manager as management information Main financial statements Accounting Principles Functional Balance Analysis of cash flow statement financial ratios Economic Ratios Economic-Financial Ratios Breakdown of the Asset Profitability Ratio Breakdown of the Equity Profitability Ratio	3,75

251	Research and Analysis Technicians for Consulting	Analysis of Areas of Influence; Gravity Model; Retention Levels Model; Location Model or Survey Study	2,5
115	General Notions on Real Estate And Fund Markets Investment	The financial system and the securities market Collective Investment Bodies Real estate investment bodies	2,5
120	Real Estate Finance	The Theme of Risk in Corporate Finance Operational and Financial Risk Management Sources of Financing available to Technical Financial Planning Companies Finance and Decision-Making Financial Markets Financial Calculation Concepts Bond Analysis and Assessment Analysis and Evaluation of Actions	2,5
106	Investment Analysis Real estate	Characterization of the different types of Real Estate Investment Methodologies and evaluation criteria	3,75
102	Environment, Location and Search for Real Estate	Real Estate Environment Location and Search for Real Estate The Future of the Real Estate Market	2,5
25	Property Management	The different forms of real estate and the different real estate holders Asset Management in Collective Investment Bodies Real Estate Portfolio Management	3,75
256	Facility Management Principles	Introduction to Facility Management Facility Management Tools Integrated Management of Services and Assets	2,5
121	Strategy and Assembly of Real Estate Projects	Analysis of real estate business cases with different characteristics with regard to investment volume, complexity, maturity, type of products and time limits of Development.	3,75
27	Building Management and Maintenance	Facility management and wealth management Services in buildings Practical cases FM model Reporting models SLA's - KPI's service level agreements - Key performance indicators Contracting of facilities management services Integrated management of building and facilities management services IT tools to support building management	2,5

WEB: Real Estate Business Management and Promotion [MBA](#)

D. REAL ESTATE APPRAISAL MBA

COURSE CODE: 101

FRAMEWORK:

This MBA has been developed in order to deepen your knowledge. With a 307.5 hour Hours, this MBA contains 19 curricular units, in which it will develop various skills and achieve its full performance potential in the Real Estate Appraisal area.

QUALIFICATION: MBA/ Postgraduate studies (EQF level 6. ISCED level 5).

DURATION: 1 academic year (2 semesters, a total of 307,5 hours)

ECTS: 51,25

SCHEDULE: On Saturdays - 50% of the classes (of each module) can be assisted at home through

GENERAL OBJECTIVES:

To transmit detailed technical knowledge on Real Estate Valuation that allows a rigorous approach to an increasingly complex real estate market. Approach, in a clear and precise way, collateral disciplines to Real Estate Appraisal, but essential to its perfect understanding and full performance.

To place, in a constantly expanding market, real estate appraisers with adequate academic training for the services they provide.

To provide the professionals in banking, real estate mediation, investment funds, civil construction and real estate promotion with a set of knowledge that will enhance their performance and consequent strategic positioning in the real estate sector.

ACCESS REQUIREMENTS/PROFESSIONAL ACTIVITIES:

Graduates, ideally in Economics, Management, Real Estate Management, Engineering, Architecture, Law, Sociology or Geography or with relevant experience in the real estate sector. All those who in their course of study or professional need to develop specific skills in the area of Real Estate Valuation.

TRAINING METHODOLOGIES:

Presential sessions using the expositive method and the "case studies".

There will also be complementary thematic sessions.

EVALUATION METHODOLOGY:

The evaluation of each Module is independent and will be carried out by carrying out an individual work that will address themes explained in the Module. It is intended that the work has a practical component and a link to a concerted reality, chosen by the trainee. For trainees who do not wish to carry out practical work there is the possibility of carrying out an examination. The exams will be marked quarterly (or approximately) and will cover the 6 or 7 previous modules. Each Module will have an evaluation between 60 and 90 minutes. In case of a negative mark in an evaluation element there is always the possibility of appeal. In the case of works, it will be possible to correct the elements identified as wrong or missing in the work; in the case of exams, it will be necessary to perform a resource exam. The student can decide which type of evaluation he/she wants until the exam of this Module is carried out.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#) and are indicated in each course program.

ATTENDANCE:

Attendance is a vital behaviour in professional training. Your learning will be greatly impaired if you miss the training sessions. Your absences will be recorded. To issue an attendance certificate you must attend at least 50% of the classes in each module. TeamViewer's remote assistance is not counted for the 50% attendance.

STUDY PROGRAM:

The course is organized in 19 modules with a variable workload from 7.5 hours and 30 hours.

1 st Semester			
Code	Modules	Content	Ects
<u>247</u>	Economy of the furniture	The Real Estate Economy Basic Concepts of Economic Nature on the Real Estate Market Brief considerations on the Analysis of the Real Estate Market Macroeconomic, demographic and urban economy aspects more decisive in real estate supply and demand Factors of location of activities and demand of real estate organization of space and infrastructure Interrelations between the Real Estate Market, the Financial Market and macroeconomic structures Empirical studies for the case Portuguese	2,5
	Real Estate Taxation	Real Estate Taxation and Real Estate Investment Vehicles	2,5
<u>248</u>	Ethics and Deontology in Real Estate	Framing of international standards Framing and understanding real estate ethical standards from an international perspective: RICS Code of Conduct Understand, decide and communicate what is "correct" Practical application of ethical challenges Practical Cases Practical application of rics ethical standards - Practical cases	1,25
<u>249</u>	Real Estate and Building Law	The Right to Property The most commonly used bond contracts in the Real Estate Sector Urban Rehabilitation Urbanism Law	2,5
<u>240</u>	Planning and Operational Urbanism	Evolution and problems of the planning and management of the territory Morphological elements of the city; The soil: multidimensionality, value formation, policies and their instruments; Legal framework for spatial planning; Territorial management instruments, with special focus on municipal spatial planning plans: content and analysis of plans from the perspective of real estate management; Concepts, indexes and urban parameters; Systems for the execution of perished plans; Legal framework for urban operations, typology of operations and their respective prior control procedures;	2,5
<u>40</u>	Construction Techniques	The Architecture of Buildings Project The Requirements of Safety, Habitability and Economy Quality in Construction Durability and Costs Building Construction Process The Constituent Elements of Buildings Buildings General Criteria for the Rehabilitation of Housing Buildings (EH) Pathology of Buildings and Their Materials Structural and Constructive Anomalies in HS	2,5
<u>114</u>	Traditional Methods of Real Estate Valuation	Traditional Methods of Real Estate Valuation	5
<u>250</u>	Real Estate Financing Instruments	Introduction to financing policy. Sources of Long-Term Financing Long-term Financing: Real Estate Investment Financing/Financial Leverage Interest Rate Risk Real Estate and Financial Markets	2,5

2 nd Semester			
Code	Modules	Content	Ects
<u>112</u>	Financial Accounting Principles	The evolution of the role of the Accounting Financial Manager as management information Main financial statements Accounting Principles Functional Balance Analysis of cash flow statement financial ratios Economic Ratios Economic-Financial Ratios Breakdown of the Asset Profitability Ratio Breakdown of the Equity Profitability Ratio	3,75

	Research and Analysis Technicians for Consulting	Analysis of Areas of Influence; Gravity Model; Retention Levels Model; Location Model or Survey Study	2,5
115	General Notions on Real Estate And Real Estate Markets Investment Funds	The financial system and the securities market Collective Investment Bodies Real estate investment bodies	2,5
120	Real Estate Finance	The Theme of Risk in Corporate Finance Operational and Financial Risk Management Sources of Financing available to Technical Financial Planning Companies Finance and Decision-Making Financial Markets Financial Calculation Concepts Bond Analysis and Assessment Analysis and Evaluation of Actions	2,5
106	Investment Analysis Real estate	Characterization of the different types of Real Estate Investment Methodologies and evaluation criteria	3,75
252	Equation Systems in Urban Planning	Legal framework for systems for the implementation of perished plans; Urbanization contracts: rights and obligations arising from perished plans and forms of obligation Registered aspects of the property related to the execution of municipal spatial planning plans and their execution; Analysis of municipal spatial planning plans with equalequation mechanisms; Resolution of exercises and practical aspects of urban operations.	2,5
187	Tax Assessments	Tax framework / general concept of building for tax purposes Tax concept of Rustic Building, Urban Building and Mixed Building Concept of Land for Construction and Urban Buildings of Type 11 other 11 Real estate tax assessment Evaluation bodies and their competences Means of reaction of owners to the fixing of the tax asset value Effects of tax asset value on the tax sphere of the owners	2,5
245	Advanced Real Estate Valuation Models	Statistical and economic concepts related to real estate valuation Valuation methods based on statistical procedures Probable market value Regression analysis (Practical case) Evaluation of marginal variables Evaluation using Monte Carlo simulation	3,75
253	Evaluation of Tourist Properties	Hotel and other Similar Property Reviews Concepts about Real Estate And Building in Value Creation or as a Generator of Effective Income Value Creation in Real Estate (value concepts, "goodwill", "worth") Economic Valuation Methodologies Investor Decision Criteria The Property Exploration Account (CIS) The REVPAR Room Average Price Multiple Technique and other indicators The Real Estate Valuation Process The Application of the CIS in The Real Estate Valuation Application in other situations	2,5
254	Evaluation of Historical and Public Heritage	Evaluation of Historical and Public Heritage The framework of real estate valuation in the Accounting Standardisation System for Public Administrations (SNC-AP) The evaluation of State Heritage under Decree-Law 280/2007 of August 7 The Evaluation of Historical Heritage The classification of historical heritage - from UNESCO to the Municipality Accounting Standards <i>International</i> standards of real estate valuation Specific models for the valuation of historic properties	1,25
255	International Standards and Org. for Real Estate Valuation	The issue of "Fair Value" in Real Estate Valuation The Valuation of Real Estate Assets The Process of Harmonisation of Real Estate Assessments Asset Valuation for Financial Reporting	2,5

WEB: [Real Estate Appraisal MBA](#)

E. REAL ESTATE AND RESORTS MANAGEMENT MBA

COURSE CODE: 535

FRAMEWORK:

This MBA was structured in order to deepen the knowledge in the area. With a 288 hours, this MBA contains 13 curricular units, in which it will develop various skills and achieve its full performance potential in the area of Real Estate and Resorts Management .

QUALIFICATION: MBA/ Postgraduate studies (EQF level 6. ISCED level 5).

DURATION: 1 academic year (2 semesters, a total of 288 hours)

ECTS: 62,5

SCHEDULE: On Saturdays - 50% of the classes (of each module) can be assisted at home through TeamViewer.

GENERAL OBJECTIVES:

To transmit the main concepts that currently underlie the study of the tourism phenomenon, namely those associated with the characterisation of tourism supply and demand, as well as their geographical impact.

To develop relevant skills to know and reflect on the relationships between the planning and transformation process of the territory and Real Estate Management activities.

To develop relevant skills for the understanding of "resort" type developments as territorial units and articulated set of buildings, from the perspective of the manager/decision maker of real estate and tourism companies, raising awareness of the aspects of the design and management of these tourism developments, the stakeholders who will participate in decisions on their location, definition of programmes, typologies, infrastructures and equipment.

Developing skills in financial management applied to the universe of hotel management. To develop competences in the domain of the main tools and utensils for the management of operations in the context of tourism resorts, with a view to the strategic framework of hotel activity in the context of the resort.

Acquire advanced knowledge on the regulatory framework of the business object and the real estate market from a perspective of Comparative Law.

Provide trainees with the main concepts of facility management and how they can be applied to the day-to-day management of facilities.

Provide trainees with contact with the main tools and utensils for managing operations in a tourism resort context, in view of the strategic framework of hotel activity in the context of the development.

To understand the intersections between Real Estate and Tourism Markets, namely through the analysis of common investment models.

To understand the notions, principles, methodologies and fundamental tools of space, infrastructure and equipment management in a resort context.

Raise awareness and train trainees for an effective use of information systems and online channels for the management, promotion and marketing of tourist developments.

Developing the Leadership potential of the participants, providing strategies, techniques and tools to develop the understanding of their own behaviors and leadership style, reflecting on the role of the leader in an industry company, aligning people with the company's strategy, maximizing the performance of people through the understanding of human behavior in organizations and developing trust and empowerment.

ACCESS REQUIREMENTS/PROFESSIONAL ACTIVITIES:

Graduates, all those who in their course of study or professional need to develop specific skills in the area of Real Estate and Resorts Management.

TRAINING METHODOLOGIES:

Theoretical and practical components. To ensure the grounded transmission of content and knowledge relevant to the established objectives, complemented by the recommended bibliographic readings, through the following strategies: exploration of slides, interaction with trainees, in debates and discussions on the themes developed, analysis and interpretation of statistics and maps, and further analysis supported by the bibliography.

In the empirical component, a research work on Tourism Markets will be developed, individually elaborated and guided by the teacher, complemented by a script with the respective structure.

EVALUATION METHODOLOGY:

For each module there will be written tests and/or practical works as indicated by each teacher. They will be evaluated on a scale of 0 to 20 values.

EXAMINATION REGULATIONS, EVALUATION AND CLASSIFICATION

The examinations and evaluation process and regulations are defined in ESAI [Estatutos](#) and are indicated in each course program.

ATTENDANCE:

Attendance is a vital behavior in vocational training. Your learning will be greatly impaired if you miss training sessions. Your absences will be recorded. To issue a certificate of attendance, a minimum of 50% of the classes of each module is required. TeamViewer Remote Module assistance is not counted for the 50% face-to-face

STUDY PROGRAM:

The course is organized in 13 modules with variable workload from 12 hours to 24 hours.

1 st Semester			
Code	Modules	Content	Ects
257	Tourist Markets	Concepts, definitions and indicators of tourism demand The Tourism statistics system Consumer behaviour and key aspects of demand The major trends of international tourism The tourist offer Tourism and new information and communication technologies The tourist market	5
258	Planning and Spatial Planning	Elements about the history of cities, morphological elements, concepts and basic metrics of urbanism; Characteristics and process of planning and management of the territory, its general framework: legal, organization and functioning of public administration Types and implications of land policies, territorial planning and urban operations in territorial development and in the generation and	5

258		distribution of land capital gains Territorial planning planning: the challenge of fair distribution of benefits and burdens resulting from municipal spatial planning plans Rehabilitation and urban revitalization: design, instruments and operationalization of strategies Elements on urban operations, typology, general administrative control procedures Identification of potentialities, constraints, benefits, burdens and risks arising from municipal spatial planning plans for the study of the feasibility of urban operations and models of real estate business (case study method)	
259	Layout and Architecture of Resorts	The Issue of Project Management Localization, IGT, Environmental Assessment and Building Upfunctional Programs General scheme of the organization of a Resort Hotels in resorts and other forms/ typologies of tourist accommodation Public common spaces and autonomous animation equipment Service spaces and technical areas Case Study: Presentation of projects	5
261	Financial Management in Hospitality	Introduction to Financial Management in the context of hotel activity Fundamental concepts for Financial Management Fundamental maps and their analysis Internal Audits	5
263	Marketing and Marketing of Resorts	Tourism and Hospitality and its contextual surroundings Tourism and Hospitality and its transactional surroundings Trends in Strategic Marketing of Tourist Resorts Trends in Marketing Management and Resort Marketing Tourist	5
262	Taxation and Real Estate and Construction Law	Real Rights and Real Estate: Real Rights and Legally Protected Interests in Real Estate As object of Real Estate Business The principle of contractual freedom and typical contracts in particular as a means of differentiating the offer of tourist real estate products Real Estate Taxation and Real Estate Investment Vehicles	5

2 nd Semester			
Code	Modules	Content	Ects
260	Facilities and Maintenance Management in Tourist Resorts	Facility Management and Heritage Management Wealth Management Services in buildings Practical cases FM model 6. SLA's reporting templates - Service level agreements KPI's - Key performance indicators Hiring building management services Integrated management of building management services It is information tools to support building management Space management Project and construction management	5
264	Evaluation and Financing Systems of Real Estate Investments	Introduction to the operational basic concepts of Real Estate Assessment Theoretical and practical aspects of current methods of Real Estate Valuation Real Estate Value Creation (value concepts, "goodwill", "worth") Economic Assessment Methodologies. Investor Decision Criteria The Property Exploration Account (CIS) The Real Estate Valuation Process The Application of the CIS in The Real Estate Valuation Application of the Methodology in the Evaluation of Real Estate and Tourist Enterprises Financing models and their impact on the CIS Application in other situations	5
265	Hotel Operations Management	Hotel Structure and management of the Accommodation department Evaluation of accommodation operations	5
266	Market and Real Estate Investment	Development of the Real Estate Market in Portugal Political Power and Real Estate Activities Main segments of the Real Estate market Main Real Estate Professions	5

		Real Estate as a factor of international competitiveness	
267	Animation of Real Estate Resorts	Spaces, equipment and infrastructure in resorts Types and Architecture of animation spaces Management of equipment and infrastructure s& equipment for entertainment Special equipment and infrastructures Organization and Event Management	5
268	Computer and e-Business Systems in tourist enterprises	Introduction: ICT's in the Context of Tourism/Hotel Activity e-Marketing in the Tourist/Hotel Business e-Business / e-Commerce Technologies and Information Systems in Hospitality Intelligent Data Analysis (IDA) TSIC Management in Hospitality	5
269	Leadership	Leadership, hospitality and tourism - challenges Management and leadership - the functions and role of the leader in the 20th century. XXI Principles and leadership styles The motivation of workers Delegation and empowerment	2,5

WEB: [Real Estate and Resorts Management MBA](#)

2. GENERAL INFORMATION FOR STUDENTS

LIVING COST

Generally speaking, the cost of living in Portugal can be considered to be lower when compared with most of E.U. countries.

As an estimate, a student in Lisbon will need somewhere between 450€ and 600€ per month for accommodation, food, study material and other basic expenses.

WITHDRAWALS AND TRANSACTING MONEY

Portugal has a national inter-bank network of ATMs (Automatic Teller Machines). "Multibanco" terminals are distributed among shopping centres, petrol stations, shopping areas and in the street near to banks. Apart from providing cash withdrawals of up to €400 per day, other services are available, including bank transfers, bank statements, public and private services payments, purchase train tickets and even purchase of tickets for public events like football matches or shows.

The ATMs can be used with a wide variety of international credit and debit cards. (For further information contact your bank).

You can also open a bank account, in most banks, as long as you intend to stay for more than 3 months. To open the account, you will need to present identification as well as a tax number. Students don't pay tax in Portugal, but all persons are issued with a tax number anyway. To receive the tax number, you must go to the Direção Geral dos Impostos (i.e. the tax office) located in the [Loja do Cidadão](#) (the Citizen's Service Bureau).

ACCOMMODATION

ESAI does not provide accommodation, but as DDRI plays a key role in mobility student's integration, which includes support for obtaining housing, can provide information and help in this process.

Surrounding the school, there are several offers of accommodation where students can find rooms or homes at various prices, as well as information from other students who want to find roommates/homes.

Mobility Students may also find accommodation information through the following links:

- [Lisbon Apartment](#)
- [Minha Casa em Lisboa](#)

MEALS AND PORTUGUESE CUISINE

ESAI has a canteen / bar where all students can have a full meal for 5€ or snack.

If students choose for an apartment or a house they can cook their own meals. Supermarkets in Portugal have an international nature, featuring a wide range of products at an affordable price.

Mediterranean ingredients like olive oil, garlic, onions, lemons and bay leaves have an essential role in seasoning the main dishes. Oriental spices, like pepper and spicy are also used to seasoning.

The meat is often seasoned with spices or infused with wine, accompanied by potatoes, rice and vegetables. North sea cod is a very characteristic dish.

Soups can be light and nutritious with vegetables and pulses, or made in a heavier country style with broad beans, kidney beans, chick peas or rice.

MEDICAL FACILITIES

Public Health Clinics

Public Health Clinics (“Centro de Saúde”) are part of the National Health System in order to provide general healthcare for general public. In case of sudden illness you should go to the permanent attendance service (SAP), or to the nearest Hospital in case of a life threatening situation or serious illness.

Payments and healthcare insurance

Healthcare must always be paid for, either directly by the patient or by a health insurance policy. Students must ensure that they have an adequate health insurance policy.

Cartão Europeu de Seguro de Doença (CESD) - European Health Insurance Card (EHIC)

The European Health Insurance Card of (EHIC) allows an insured or person covered by a social security system of one of the 28 Member States of the European Union, Iceland, Liechtenstein, Norway and Switzerland, to obtain from public providers medical assistance during their temporary stay in any of those States.

It is a unique model card, common across the European Union, Iceland, Liechtenstein, Norway and Switzerland, free and designed to simplify the identification of the holder and the institution that is financially responsible for the costs of health.

Healthcare is provided to holders of the EHIC in the same way that the beneficiaries of the social security system of the country where they are, which means that **healthcare can sometimes** be subject to payment of user fees (non-refundable).

More information about EHIC [here](#)

Social Security System

Many students can benefit from the international agreements in which Portugal participates in order to gain access to the Portuguese Social Security System, and through it to the National Health System, particularly within the framework of the following:

- At multilateral level, the Community Regulations on Social Security, number 1408/71 and number. 574/72, which include the member states of the European Union as well as Iceland, Liechtenstein, Norway, which are part of the European Economic Area, as well as Switzerland.
- At bilateral level, the conventions / agreements celebrated with Andorra, Argentina, Australia, Brazil, Cape Verde, Canada, USA, Guinea-Bissau, Morocco, Venezuela and Uruguay.

For further information about these conventions and agreements, students should contact the social security services in their home country before travelling to Portugal.

Pharmacies

Most pharmacies in Lisbon are open during the week from 09:00am to 01:00pm and from 03:00pm to 07h00pm. On Saturday from 09:00am to 01:00pm. They are closed on Saturday afternoon and on Sunday. Pharmacies which are located in shopping centers are open from 10:00 am to 11:00pm every day.

Special 24-hour **Pharmacies** are available by pharmacies on a rotation basis. The contacts of which pharmacies are on weekend and night duty is provided in local newspapers, listed in the front windows of all pharmacies and [on-line](#).

Vaccination

Portuguese Ministry of Health highly recommends that all citizens must be vaccinated against tetanus, with a maximum lapse of ten years between doses.

FACILITIES FOR STUDENTS WITH SPECIAL NEEDS

ESAI is equipped to take in students with physical disabilities, as his required by law of all Public and Private Education Services in Portugal.

ESAI ground floor has toilets and a classroom (auditorium), for users with special mobility needs.

INSURANCE

All ESAI students have a valid school insurance in Portugal for learning activities.

Foreign students in mobility should have an equal valid insurance in Portugal, that they can get personally or from their higher education institution.

Students coming to ESAI must make sure that they are covered by either there Institutions insurance policy or by an insurance, taken on by themselves, before departing their country.

FINANCIAL SUPPORT AND SCHOLARSHIPS

ESAI has in her mission to improve educational chances of success of students through the provision of services, financial support and social benefits as follows:

- ✓ Allocation of scholarships to students in an unfavorable economic situation (order No. 22840/2009 of 15 October, the Ministry of Science, Technology and Higher Education) See [DGES](#) website
- ✓ Students who prove themselves in a difficult economic situation will benefit from special access to reprographic services
- ✓ Discounts for former students in the frequency of new courses

Financial support for Mobility students is funded by the E.U. and students should apply for it at their home Institution.

STUDENTS SUPPORT OFFICES

ESAI has several structures to support their students and foreign students in mobility:

- ✓ [Social Services](#)
- ✓ Psychological Support Office – A Protocol with a specialized clinic call "Psychological Space"
- ✓ Support for integration into labor market and Vocational Guidance
- ✓ Development Department and International Relations ([DDRI](#)) whose mission is to promote internationally ESAI and to design, implement, support, monitor and coordinate international strategy. This department is also responsible for providing all the necessary support to mobility students.

STUDY FACILITIES

There are within the Institution several structures which support the activities of the students:

- [Auditorium](#)

ESAI auditorium has a capacity of approximately 100 people, offering both a noble and sophisticated environment, which makes it ideal for conferences (national and international) and specialization seminars, as well as for presentations or other learning activities.

- [Computer lab/Student Computer Work Room](#)

ESAI has a computer lab which contains 27 computers (all with internet connection), providing to all its students an additional source of potential knowledge.

- Library/Media Library/Documentation Center

Designed to disseminate and make available all existing documentary and informational resources necessary to scientific and cultural development. It offers scientific quality information services and is available to the entire school community. Among its services, it stands out for providing:

- ✓ Access to scientific database
- ✓ Dissemination of information
- ✓ Acquisition of bibliographical material
- ✓ Loan books
- ✓ Bibliographic information
- ✓ Access to basic subscribed data, free access databases, trials, newspapers and periodicals online, as well as other features.

It has a capacity for 16 people, have a personal computer and WI-FI network.

- Study Room/Resource Room

ESAI has a room whose use is exclusively for students, ensuring thus a placeholder, in which the study, reflection, or even the debate of ideas by students will find themselves protected from the noise and potential outbreaks of distraction otherwise could hypothetically occur. This is an area of work / study with access to all the features that the institution available to students through its WiFi network. This room has capacity for 44 students.

- Centro de Investigação Científica da Construção e do Imobiliário - CICCOT (Scientific Research Centre of Construction and Real Estate)

This Center is oriented to promote and support research and study in specific areas of Real Estate. Its mission is to promote of the results from studies conducted as part of research projects which it includes debates, seminars, conferences and training sessions, in addition to providing specialized services within the area of research. CICCOT is the only national research unit that adopts exclusively as objects of study, those who affect directly the real estate, especially those that are related to the following themes: real estate rating, real estate taxes, construction and public works (especially from a management point of view of investment and environmental sustainability), territory management and real estate management.

Research, innovate and develop new work methods which are useful to the community and to professionals it has been a guided line to the evolution and consolidation of CICCOT. There has been more than fifty research projects designed in the center, developed by researchers, teachers, outside professionals and students.

- Copy center - which provides a reprographic support.
- Free Wifi network in all school

INTERNATIONAL PROGRAMS

Acting in a specific area where development of knowledge and science in general, in Portugal, is insufficient, ESAI has always seek to establish partnerships and protocols with national and international institutions and entities.

ESAI has always seek to establish partnerships and protocols with national and international institutions and entities.

With these partnerships ESAI has pursue to develop and stimulate a scientific mass through a strategy that promotes research in the field, visible thought articles, books and publications, through the participation in both national and international research networks, through the organization and participation in scientific meetings, exchange of teachers and students, research activity and research training, among others.

In this context, ESAI works with the following international partners:

- Academia BAI
- IBREP

- Universidade Miguel Hernandez
- Universidade de Alicante
- Universidade de Salford
- Faculdade Católica de Ciências Económicas da Bahia, (FACCEBA)
- Escola Superior da Gallaecia (ESG-IDS)
- Universidade do Sul de Santa Catarina (UNISUL)
- Fontys Hogeschool Management, Economics and Law
- El Consorcio Axencia para a Calidade do Sistema Universitario de Galicia (ACSUG)
- Universidade de Madrid
- CRS (Council of Residential Specialists, EUA)
- TEGoVA (The European Group of Valuers Associations)
- ATASA (Association of Valuation Companies of Spain)

National partners (among others):

- Escola Superior de Hotelaria e Turismo do Estoril (ESHTE)
- Instituto Politécnico de Bragança
- Instituto Politécnico de Tomar
- Câmara Municipal de Lisboa
- INCI-Instituto da Construção e do Imobiliário
- RICS Portugal, Royal Institution of Chartered Surveyors in Portugal
- Instituto Superior de Ciências do Trabalho e da Empresa (ISCTE)
- Instituto Superior de Tecnologias Avançadas (ISTEC)
- Universidade de Aveiro
- Several Professionals Associations.

PRACTICAL INFORMATION FOR STUDENTS

In the context of mobility programs, through its Development Department and International Relations (Departamento de Desenvolvimento e Relações Internacionais - DDRI), ESAI seeks to expand its partnerships network, so that mobility becomes more appealing to the academic community.

Under the Erasmus program, there are appropriate mechanisms to encourage and ensure the recognition of ECTS, skills and experiences of mobility.

Moreover, within the philosophy of the Erasmus program, ESAI seeks to develop ways to support and internal instruments that establish protocol procedures and help the process of credit and recognition of skills of all mobility participants.

In the context of international cooperation and mobility agreements, student's mobility is established carrying out the guidelines of the HEI partners, the conditions mobility and mutual recognition of credits and skills.

Students from other HEI (Incoming Students):

ESAI accepts students from any Institution with which it has a valid Bilateral Agreement and a learning agreement for each mobility student. The learning agreement establishes the courses units/modules that the student will attend during their period of mobility in ESAI.

Please check the Study Programs for all the information on the curricula and courses available.

Incoming Applications:

To apply for an Erasmus period at ESAI you should consult the Erasmus Office in your own University in order to get information on the administrative procedures necessary.

Students should make sure they have a Learning Agreement approved by their home university and that it arrives at our Development Department and International Relations before the deadline expires.

The first Semester begins in late September and the Second in February, generally all applications must be in until the end of June the latest.

There will be a welcoming session organized early September and late January to aid students with all the administrative details and doubts.

For further information please contact [DDRI](#)

* **Note** if you are thinking of applying for a **training** period, administrative procedures should be started as soon as possible as our Coordinators will have to evaluate your request and decide if it is possible or not. You should be aware that all documents should be handed in until the end of June for students coming in the 1st semester or for the whole academic year, and until the end of October for students coming in the 2nd semester only.

Important Procedures:

Before your mobility

- Student Application Form
- Learning Agreement (you should use the form provided by your home university)

Upon your arrival at ESAI

- Certificate of Arrival (you can use the form of your home university)
- Proof of identity (National Identification Card or Passport)
- 1 photo 3.5 x 4.5cm
- Application Form (original)
- Learning Agreement (original)
- Transcript of Records from your home university (original)
- Certificate of B1 Level Portuguese Knowledge (Original - It can be from OLS) **Prior to your departure**

Prior to your departure

- Certificate of Period of Stay (you can use the form of your home university)
- Transcript of Records stating all the results achieved during the mobility period

Students coming to ESAI within the scope of the Erasmus program should know that they will be subject to the same Academic Rules as all our students in what concerns their academic activities.

ESAI Students (Outgoing Students):

ESAI Students in the 1st cycle degree (2nd or 2nd curriculum) may apply for a mobility period (for a semester or an academic year) for studies or training. ESAI has partnerships with institutions, schools, universities and other entities which provide students mobility for attending courses or internships.

Outgoing Applications

LANGUAGE POLICY

When submitting an application for an international exchange, "Outgoing" students and Teachers are required to convey information on their language knowledge and proficiency. In selection of applicants is take into account their language skills.

In the application stage, the Erasmus Coordinator through DDRI advise students and staff, for the acquisition of the necessary language skills for mobility.

Are carried out briefings where DDRI informs about: the Course units/modules and the language in which they

are taught, as well as the language requirements of the partner institutions. In these briefings is also provided information and support related to visas, insurance, European Card of Health Insurance (EHIC), accommodation guides and other support (part of this material is provided by the international institution host).

Regarding to English language, ESAI 1st cycle Degree has a course unit/module of English Applied to Real Estate. As well, some of the investigation and bibliographic support required for the 1st cycle Degree is in English, so, generally Students and Teachers are familiar with the language.

Nevertheless, in order to prepare participants for mobility and to further develop languages skills, it's being organized a partnership with a languages specialized institution so student and teacher can develop language courses at a more affordable price. Further Language Courses at the host institution are also recommended.

Incoming Students/Teachers are also required to convey information on their language knowledge and proficiency.

Even though, as said, ESAI 1st cycle Degree has a course unit/module of English Applied to Real Estate and some of the investigation and bibliographic support required is in English, the official language of all courses in ESAI is Portuguese.

So ESAI is developing a Portuguese Language Course with assigned ECTS. Mobility participants (non-Portuguese nationality) will be stimulated to attend the Course in order to help them in their academic integration, but also in the daily routine.

Despite attend this course, is being developed a partnership with a specialized institution in languages so students/Teachers incoming and outgoing can enjoy a improvement course in the required language. For the incoming will be the Portuguese, for outgoing will be language required at the host institution.

This partnership will allow the frequency to a more affordable price of a language course, which may be complementary or not to the courses offered by ESAI.

Mobility participants can also take advantage of the online linguistic support provide from the Erasmus+ programme via the [Erasmus+ Online Linguistic Support \(OLS\)](#).

In addition to support the level language improvement, ESAI will provide a set of support instruments related to: the city of Lisbon, local Marvila, information about accommodation, food, medical services, scholarships or other support, services, facilities and equipment, communications and transport, among others.

PORTUGUESE LANGUAGE COURSES

Target Group

Mobility participants and other foreign students and citizens, aged 16 and over, for whom Portuguese is a foreign language.

Duration

The entire Portuguese language course (4 Levels) lasts **60 hours**, will give the A1/A2/B1/B2 level and will award Students **4 ECTS**.

Even though, the course is divided by levels so Students can attend each level separately (each level award Students 1 ECTS).

Courses will scheduled to start in the end of September/beginning of October (for those students arriving in the first semester) and in the end of February/beginning of March (for those arriving in the second semester). Each course has 6 teaching hours per week (2 x 3hrs per week).

Please note: Enrolment in each level does not imply prior enrolment in previous level, as long the student demonstrate to have the knowledge required to the previous level.

Reference Levels of Learning

The proficiency levels are organized according to the CEFR (Common European Framework of Reference for Languages).

PORTUGUESE LANGUAGE COURSE – BEGINNERS COURSE/BREAKTHROUGH LEVEL A1

Curso de Iniciação à Língua Portuguesa - Level A1 (Beginners Course - Breakthrough)

User is able to understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type. Can introduce him/herself and others and can ask and answer questions about personal details such as where he/she lives, people he/she knows and things he/she has. Can interact in a simple way provided the other person talks slowly and clearly and is prepared to help.

PREREQUISITES --

COURSE UNIT AIMS

- Understand and use familiar everyday expressions and very basic phrases in order to satisfy concrete needs.
- Introduce oneself and others and be able to ask and answer questions about personal details such as, for example, where you live, people you know and things you have.
- Communicate in a simple way if the other person talks slowly and clearly and if he is prepared to help.

WEEKLY HOURS: 15 hours

TIMETABLES: Saturday's or a schedule day a week (morning or afternoon). The course follows the official school calendar of the institution. Each level has lessons of 3 hours, one time a week.

EVALUATION

Students are assessed on the basis of their participation in the course sessions, written and oral assessments and a final exam. At the end of the course, students receive a certificate indicating the proficiency level attained and their final classification. In order to obtain a certificate with a final classification, students have to attend a minimum of 75% of the sessions.

COURSE UNIT CONTENTS

Vocabulary	Portuguese Culture	Grammar
1. Introductions. 2. Nationalities / Countries. 3. Professions. 4. Formal and informal forms of treatment. 5. Family. 6. Colours. 7. Time. 8. Meals. 9. Daily routine. 10. The house. 11. Days of the week, months, seasons. 12. Holiday seasons. 13. Shopping. 14. Clothes. 15. Leisure. 16. Public places. 17. Spatial orientation.	1. History 2. Cinema 3. Music 4. Traditions 5. Famous people 6. Lifestyles	1. Affirmative and negative sentences. 2. Numerals. 3. Adjective agreement with the noun. 4. Formation of feminine and plural. 5. Differences in use between <i>ser</i> and <i>estar</i> . 6. Present indicative of regular and irregular verbs. 7. Past simple of regular and irregular verbs. 8. The periphrastic conjugations: - <i>estar a</i> + infinitive; - <i>ir</i> + infinitive; - <i>haver de</i> + infinitive. 9. Prepositions of movement, place and time. 10. Personal, possessive, demonstrative, interrogative and indefinite pronouns. 11. Adverbs of place. 12. Conjugation of reflexive pronouns. 13. Placement of personal pronouns.

ACTIVITIES

Oral comprehension, production and interaction	Written comprehension, production and interaction
Use simple sentences to describe people, objects and places. Give and request simple instructions Identify essential information in simple oral exchanges. Understand simple questions, requests and instructions. Listen to texts in order to complete a fill-in-the gap task. Describe simple facts and events. Understand simple information conveyed orally.	Read very simple texts using appropriate intonation. Understand the gist of simple texts. Understand specific information in a text. Explain the meaning of basic vocabulary and expressions. Write short simple personal letters. Reply to a simple letter or e-mail.

Answer a simple questionnaire.
 Fill in simple forms with simple personal details.
 Write simple sentences about oneself and one's family and friends.
 Write short, basic texts narrating everyday events.
 Write short descriptions of real or imaginary people.

COURSE MATERIALS

- 📖 TAVARES, Ana (2012) *Português XXI – Caderno de exercícios 1*. Lisboa. Lidel.
- 📖 TAVARES, Ana (2012) *Português XXI – CD áudio 1*. Lisboa. Lidel.
- 📖 TAVARES, Ana (2012) *Português XXI – Livro do aluno 1*. Lisboa. Lidel.
- 📖 ROSA, Leonel Melo (2004) *Vamos Lá Começar! - Exercícios de vocabulário*. Lidel.
- 📖 ROSA, Leonel Melo (2011) *Vamos Lá Começar!- Explicações e Exercícios de Gramática*. Lidel.
- 📖 ARRUDA, Lúcia (2014) *Gramática de Português para Estrangeiros*. Porto Editora.
- 📖 COIMBRA, Olga & LEITE, Isabel (2011) *Gramática Activa 1*. Lidel

PORTUGUESE LANGUAGE COURSE – ELEMENTAR COURSE/WAYSTAGE LEVEL A2

Curso Elementar de Língua Portuguesa - Level A2 (Elementar Course - Waystage)

User is able to understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment). Can communicate in basic routine tasks requiring a simple and direct exchange of information on familiar and routine matters. Can describe in simple terms aspects of his/her background, immediate environment and discuss subjects in areas of common interest.

PREREQUISITES A1

COURSE UNIT AIMS

- Understand sentences and frequently used expressions related to immediate priority areas (e.g., personal and family information, shopping, local geography).
- Communicate to perform simple and routine tasks requiring a basic and direct exchange of information on familiar topics.
- Describe, in simple terms, one's background, environment and matters related with areas of immediate need.

WEEKLY HOURS: 15 hours

TIMETABLES: Saturday's or a schedule day a week (morning or afternoon). The course follows the official school calendar of the institution. Each level has lessons of 3 hours, one time a week.

EVALUATION

Students are assessed on the basis of their participation in the course sessions, written and oral assessments and a final exam. At the end of the course, students receive a certificate indicating the proficiency level attained and their final classification. In order to obtain a certificate with a final classification, students have to attend a minimum of 75% of the sessions.

COURSE UNIT CONTENTS

Vocabulary	Portuguese Culture	Grammar
1. Personal identification and characterisation. 2. Outdoor activities. 3. Physical descriptions. 4. Services. 5. Useful objects.	1. Regions. 2. Cities. 3. Portuguese famous people. 4. Historical aspects. 5. Social aspects. 6. Festivities.	1. Consolidation of grammatical contents previously taught. 2. Imperfect indicative of regular and irregular verbs. 3. Future indicative. 4. The periphrastic conjugations:

6. Cinema, theatre and music. 7. The weather. 8. Superstitions. 9. Gastronomy. 10. Sports. 11. Holiday seasons. 12. Health.	7. Traditions. 8. Legends. 9. Music. 10. Literature. 11. Proverbs, idioms, riddles and rhymes.	- ir + infinitive; - <i>haver de</i> + infinitive. 5. The verb <i>haver</i> . 6. The verb form <i>há</i> with time value versus <i>desde</i> . 7. Direct and indirect object pronouns and their placement. 8. Auxiliary verbs. 9. Personal pronouns governed by prepositions. 10. The degrees of adjectives and adverbs. 11. Feminine and plural names and adjectives (special cases). 12. Accentuation rules.
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ACTIVITIES

Oral comprehension, production and interaction	Written comprehension, production and interaction
Understand questions, requests, instructions, advice and warnings. Speak audibly and clearly, using appropriate intonation and rhythm. Exchange information, ask questions and give answers about routine situations related to areas of personal or social relevance. Request explanations and clarifications. Interact with a minimum degree of fluency, conveying ideas and opinions on familiar topics. Report facts, activities and events. Describe people, animals, objects, places and concrete or abstract pictures. Describe personal tastes and preferences using simple language.	Find specific information in simple written texts. Understand simple everyday written materials. Explain the meaning of simple words / expressions. Write very simple personal letters and letters of complaint. Reply to a letter or email. Fill in a simple personal questionnaire. Understand the topic and main points of short simple texts. Write simple biographical texts. Write texts about personal experiences. Write narrative texts including descriptions where relevant.

COURSE MATERIALS

- 📖 TAVARES, Ana (2012) *Português XXI – Caderno de exercícios 1*. Lisboa. Lidel.
- 📖 TAVARES, Ana (2012) *Português XXI – CD áudio 1*. Lisboa. Lidel.
- 📖 TAVARES, Ana (2012) *Português XXI – Livro do aluno 1*. Lisboa. Lidel.
- 📖 ROSA, Leonel Melo (2004) *Vamos Lá Começar! - Exercícios de vocabulário*. Lidel.
- 📖 ROSA, Leonel Melo (2011) *Vamos Lá Começar!- Explicações e Exercícios de Gramática*. Lidel.
- 📖 ARRUDA, Lúcia (2014) *Gramática de Português para Estrangeiros*. Porto Editora.
- 📖 COIMBRA, Olga & LEITE, Isabel (2011) *Gramática Activa 1*. Lidel

LEVEL B1 INTERMEDIATE COURSE (THRESHOLD)

Curso Intermédio de Língua Portuguesa - Level B1 (Intermediate Course - Threshold) User is able to understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. Can deal with most situations likely to arise whilst travelling in an area where the language is spoken. Can produce simple connected text on topics which are familiar or of personal interest. Can describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans.

PREREQUISITES: A2

COURSE UNIT AIMS

- Understand the main issues in a conversation or text when clear language is used and standardized and the subjects are familiar (work, school, leisure).
- Produce a simple and coherent speech on family matters or matters of personal interest.
- Describe experiences, events, dreams and ambitions, as well as briefly explain reasons and justifications for an opinion or a project.

WEEKLY HOURS: 15 hours

TIMETABLES: Saturday's or a schedule day a week (morning or afternoon). The course follows the official school calendar of the institution. Each level has lessons of 3 hours, one time a week.

EVALUATION

Students are assessed on the basis of their participation in the course sessions, written and oral assessments and a final exam. At the end of the course, students receive a certificate indicating the proficiency level attained and their final classification. In order to obtain a certificate with a final classification, students have to attend a minimum of 75% of the sessions.






COURSE UNIT CONTENTS

Vocabulary	Portuguese Culture	Grammar
1. Food 2. Family 3. Daily 4. Health 5. Leisure 6. Travel and Tourism 7. State of Time 8. Employment 9. Services 10. Social issues and topicality	1. Traditions 2. Personalities 3. Way of life 4. Story	Verbal modes applicable to the Portuguese language: 1. <i>Indicativo</i> - Review of simple times - <i>Pretérito Perfeito Composto</i> - <i>Pretérito Mais que Perfeito Composto</i> - <i>Futuro imperfeito</i> 2. <i>Imperativo</i> 3. <i>Condicional</i> 4. <i>Personal and Impersonal Infinitive</i> 5. Indirect Speech 6. Passive Voice 7. Pronouns - Personal (direct/indirect complement - consolidation) - Indefinite - Relative

ACTIVITIES

Understanding, Production and Oral Interaction	Understanding, production and written interaction
Describe images and locations Describe past, present and future situations Give and ask for instructions Make an appointment by phone Interact in different contexts (restaurant, clothing store, pharmacy, police, CTT, ...) Defending a point of view Report the general meaning of news, newspaper articles and chronicles on current events Holding debates	Writing texts on various topics Writing argumentative, narrative and descriptive texts Writing personal letters, complaints or job applications Responding to a job ad Preparing a CV Respond to a letter or email Respond to a survey Fill out a form Read texts expressively Interpret texts Explain meanings of words / expressions

BIBLIOGRAPHY

-  COIMBRA, Isabele Olga Mata Coimbra (2011) *Gramática Ativa 1*. (Níveis A1/A2/B1). 3ª ed. Versão Portuguesa (Segundo o Novo Acordo Ortográfico). Lisboa: Lidel.
-  LEMOS, Helena (2011) *Praticar Português*. (Nível Intermediário, B1 e B2). Lisboa: Lidel
-  LEMOS, Helena (2013) *Português em Direto*. (Nível Intermediário, B1 e B2). Lisboa: Lidel
-  OLIVEIRA, Carla e Luísa Coelho (2007). *Gramática Aplicada*. (Níveis Inicial e Elementar A1, A2 e B1). Lisboa: Texto Editores.
-  TAVARES, Ana (2011) *Português XXI*. Livro do aluno 2 (com CD Áudio). Nível A2. Lisboa: Lidel.

LEVEL B2 UPPER INTERMEDIATE COURSE (VANTAGE)

Curso Intermédio Alto de Língua Portuguesa - Level B2 (Upper Intermediate Course - Vantage)

User is able to understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialisation. Can interact with a degree of fluency and spontaneity allowing regular interaction with native speakers without strain for either party. Can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options.

PREREQUISITES: B1

COURSE UNIT AIMS

- Understand the main ideas in complex texts on various subjects, including technical discussions in your area of expertise
- Communicate with a certain degree of spontaneity and ease with native speakers of Portuguese, without tension on either side.
- To express oneself in a clear and detailed way on a wide variety of subjects and to explain a point of view on a topical issue, explaining the advantages and disadvantages of the various possibilities.

WEEKLY HOURS: 15 hours

TIMETABLES: Saturday's or a schedule day a week (morning or afternoon). The course follows the official school calendar of the institution. Each level has lessons of 3 hours, one time a week.

EVALUATION

Students are assessed on the basis of their participation in the course sessions, written and oral assessments and a final exam. At the end of the course, students receive a certificate indicating the proficiency level attained and their final classification. In order to obtain a certificate with a final classification, students have to attend a minimum of 75% of the sessions.






COURSE UNIT CONTENTS

Vocabulary	Portuguese Culture	Grammar
1. Food 2. Family 3. Daily 4. Life Path 5. Leisure 6. Travel 7. Accommodation 8. Tourism 9. Employment 10. Services 11. Science 12. Technology 13. Idioms 14. Proverbs	1. literature 2. History 3. Cinema 4. Music 5. Traditions 6. Personalities 7. Superstitions 8. Way of life	Verbal modes applicable to the Portuguese language: 1. <i>Conjuntivo</i> <ul style="list-style-type: none"> • <i>Presente</i> • <i>Futuro</i> • <i>Pretérito imperfeito</i> • <i>Pretérito perfeito composto</i> • <i>Pretérito mais-que-perfeito composto</i> • <i>Futuro composto</i> 2. <i>Indicativo vs. Conjuntivo</i> 3. <i>Gerúndio</i> 4. <i>Verbal regency</i>

ACTIVITIES

Understanding, Production and Oral Interaction	Understanding, production and written interaction
Describe images, locations and situations Give and ask for instructions Defending a point of view Refuting or agreeing with a submitted opinion Listening to texts to fill in gaps Listening to texts to retain ideas and information Holding debates Conducting interviews	Writing news Writing argumentative, narrative and descriptive texts. Writing texts for specific purposes (advertising, instructions, etc) Reading texts expressively Read texts to retain ideas and information Interpret texts Explain meanings of words / expressions Write personal letters, complaints or job applications. Responding to a letter or email. Responding to a questionnaire

BIBLIOGRAFIA

-  COIMBRA, Isabele Olga Mata Coimbra (2012) Gramática ativa 2. (Níveis B2+/B2/C1). 3ª ed. revista e actualizada. Lisboa: Lidel.
-  ROSA, Leonel Melo (2011) Vamos lá continuar! Explicações e exercícios de gramática e vocabulário. Nível intermédio e avançado. Níveis B1, B2 e C1. 2ª edição revista. Lisboa: Lidel.
-  TAVARES, Ana (2011) Português XXI. Livro do aluno 3 (com CD Áudio). Nível B1. Lisboa: Lidel.
-  TAVARES, Ana e Hermínia Malcata (2004) A actualidade em português. Edição revista. Lisboa: Lidel.
-  TAVARES, Ana e Marina Tavares (2012) Avançar em português. Nível B2 (Inclui CD áudio). Lisboa: Lidel.

Candidates Level

Candidates level will be assessed by the Application Form.

During the first sessions, the teacher will be able to reevaluate the knowledge of the students and place them in a more adjust level.

Timetables

Saturday's or a schedule day a week (morning or afternoon). The course follows the official school calendar of the institution. Each level has lessons of 3 hours, one time a week.

Certificate

A certificate will be issued at the end of each level course mentioning the characterization of the level and the final mark to all students who attended the course assiduously and achieve the objectives proposed. In some cases it will only be emitted a simple frequency certificate.

To get a certificate with a final mark and the correspondent ECTS, the student has to attend, at least, 75% of the lessons.

The ECTS will appear on the Transcript of Records at the end of Students stay.

ECTS credits

Students who conclude the entire course will be awarded 4 ECTS credits.

To those Students who successfully conclude each level will be awarded 1 ECTS credits by level.

In order to award ECTS, Students must attend at least 75% of total teaching hours and meet all assessment requirements.

* Please note that only university students or graduates can be awarded ECTS credits.

Fee

Please contact us

Application Procedure and Payment

The application is made by filling an [Application Form](#).

This form will have to be delivered or sent to:

ESAI, DDRI

Portuguese Language Courses

Praça Eduardo Mondlane, 7C - Marvila 1950-104 Lisboa, Portugal

E-mail: esai@esai.pt

In order to confirm your intention to participate in the course it will be ask to make a payment of the required fee for Pre-enrolment.

The full registration for the course will only be done after your arrival and upon payment of the remaining value.

Payment must be made at Administration Services or bank transfer (IBAN) PT50 0033-0000-45377427314-05.

In the case of bank transfer, Students should send us copy of the transfer receipt to our e-mail (esai@esai.pt) mentioning your name and the course or level chosen.

Note: The department office will not do any kind of reimbursements.

INTERNSHIPS

ESAI has a Support Office to integration and Guidance of Students into labor market.

This Office aims to bring students and alumni close to labor market, by promoting job and internship ads offered by partner employers.

In addition to promote offers, this Office is also dedicated to support students in the process of applying for a job or for an internship.

ESAI has a web page dedicated to [jobs and training offers](#).

Once a month, in their institutional Newsletter, ESAI also presents the existing offers.

For Mobility Students it's possible, upon request and depending on the area of work desired, to have internships managed through our network of contacts.

In general these requests have to be made until the end until June for students coming in the 1st semester or for the whole academic year, and until the end of October for students coming in the 2nd semester only.

SPORTS FACILITIES AND LEISURE ACTIVITIES

Although ESAI doesn't have sports and leisure facilities, the location of the school (in Lisbon) allows access to a wide range of equipment, sports and leisure activities, mainly those provide and organized by the Município de Lisboa (Câmara Municipal de Lisboa).

For further information please check:

[Sport Facilities](#) | [Leisure Activities](#)

CONTACTS AND ACCESS TO ESAI:

Praça Eduardo Mondlane, 7 C **BUS:**
1950-104 Lisboa

755 From **Sete Rios** (  ) to **Poço Do Bispo**

Coordenadas GPS:
N: 38°44'37.23" W:
9°06'48.69"

759 From **Restauradores** ( ) to **estação do Oriente** ( )

749 From **Estação de Entrecampos**(  ) to **ISEL** ()

Telefone:+351 21 83 67 010

Fax :+351 21 83 67 019

Telemóvel:

+351 93 93 02 190

+351 91 68 82 890

+351 93 85 31 274

OTHER INFORMATIONS: TRANSPORTATION

Lisbon Public Transportation:

[Carris](#) (Buses, Trams & Funiculars)

Here is the official and up-to-date [map on the Carris website](#) also there are 'spider' maps of areas where many routes intersect. Note that there are separate maps for daytime and night-time bus networks.

[Metro](#)

Lisbon's Metro is the quickest way to travel to some areas and there are four lines. All lines operate from 06:30am to 01:00am every day. The metro is the least expensive.

More information about the network can be found on the [Metropolitano de Lisboa website](#). Note that the ticket costs an extra 50 cents but can be recharged - don't throw it away!

Train

Lisbon has several train stations and a network that serves national, regional, suburban and urban areas. Check [CP official site](#) for more information and to purchase tickets. Also for trains that cross the river to the southern suburbs see [Fertagus](#)

Boat

Because of its location along the river Tejo, Lisbon has three fluvial stations (also serving the Bus and Metro networks) connecting the city to other places located in the southern margin of the river, like Cacilhas, Seixal and Montijo among others. The "Cacilheiro" is another symbolical mean of transportation of Lisbon's Metropolitan area. You can check out schedules, ticket prices on the [Transtejo-Soflusa official website](#)

[Fares and Passes](#)

Please consult the previous website provided for the updates prices.

OTHER INFORMATIONS: COMMUNICATIONS

Telephones: landline telephone service

[Meo](#) | [NOS](#) | [Vodafone](#)

Information required: Full name | Address | Passport details/Identity Card details | Proof of Address (Utility bills and/or Residency Card) | Tax Number (NIF or CIF) | IBAN

Note: In Portugal telephone calls are cheaper off-peak from 21:00-09:00 and on weekends.

To call out of Portugal dial the country code and the client number 00 +

To call into Portugal dial country code followed by the Portuguese number 00351 +

Emergencies: call 112

Mobile Telephone:

[MEO](#) | [NOS](#) | [Vodafone](#)

Mobile telephones are offered on contract and as pay-as-you-go. It is possible to sign up at a mobile providers' shop or online. For pay-as-you-go services only personal details (name and address) are required; for a contract the following is necessary:

Passport details/Identity Card details | Proof of Address (Utility bills and/or Residency Card) | Tax Number (NIF or CIF) | IBAN | Telephone details | Fill out a form and/or a member of staff will enter the details into a computer data base

A phonecard with a reference number is issued when a phone is purchased.

Pay-as-you-go telephones can be topped up directly from a bank account at the ATM Multibanco system.

Select Telemóveis and then one of the three companies MEO, NOS, or Vodafone

Select Carregamento Cartões

Key in the Multibanco Reference Number (Referencia Multibanco) on the phonecard card (the one without the 91/93/96 prefix)

Key in the quantity to be credited in Euros (Montante)

Press Confirmar (Confirm)

It is also possible to put credit on a mobile phone at one of the many mobile phone shops which accept cash and payment via Multibanco direct debit cards.

Internet:

Fibre Optic, ADSL broadband, cable and wireless Internet brands

[NOS](#) | [Meo](#) | [Vodafone](#) | [Cabovisão](#)

[MEO WiFi](#) and [NOS WiFi](#) are wireless Internet services. They have a lot of Hotspots in key places such as business centres, hotels, conference and congress centres, shopping centres and airports allowing access online.

To subscribe to an Internet service in Portugal it is necessary to fill out a subscription form (Formulário de Adesão) and sign a contract. The client is given a username and password.

Internet companies require all of the following documents:

Full name | Address | Passport details/Identity Card details | Proof of Address (Utility bills and/or Residency Card) | Tax Number (NIF or CIF) | Telephone contact

Internet service contracts may be cancelled by sending a letter or email to the company providing: Full Name | User Name | ADSL telephone number | Tax Number | Address | Telephone contact