



# ESPI MBA

## GLOBAL REAL ESTATE MANAGEMENT

A MBA with Real Estate expertise with a  
**100% International approach**

### PROGRAM OBJECTIVES:

The ESPI MBA Global Real Estate Management provides students with the strategic, analytical, and leadership skills of the real estate's industry.

ESPI MBA Global Real Estate Management faculty members are leading practitioners, who explore trends and issues that are relevant to the industry. Students receive a solid knowledge foundation as well as the hands-on experience to apply what they learn in class to the working environment such as brokerage and advisory firms; REITs (real estate investment trusts) & investments funds; development firms; nonprofit organizations; government agencies; consulting firms; global construction firms; and entrepreneurial ventures.

### CAREER OPPORTUNITIES:

- Asset Managers
- Valuers
- Property Managers
- Financial Operators or Consultants
- Global REITs, Investment Funds, Real Estate Advisory Firms

### CALENDAR:

- Part-time program spanning 12 months from November to October
- **Alternating rhythm:** Work/Study training program, 2 days every 2 weeks (Friday and Saturday)

### ENTRY REQUIREMENTS:

- Postgraduate Diploma "Bac +4" or "Bac +5"
- Or 10 years professional experience in management position
- Level of English language required (minimum) : TOEIC score of 750 points or score of 75 on the TOEFL IBT

### APPLICATION PROCESS:

- Application form, Résumé, English Language Test Score (TOEIC, TOEFL...), Essay.
- Evaluative Interview conducted by invitation only after your application has been submitted and approved by the Admissions Committee.
- The Admissions Committee evaluates the candidates case by case from March to September
- Application form available on [www.mba-global-real-estate-management.com](http://www.mba-global-real-estate-management.com)



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[WWW.MBA-GLOBAL-REAL-ESTATE-MANAGEMENT.COM](http://WWW.MBA-GLOBAL-REAL-ESTATE-MANAGEMENT.COM)

## COMPULSORY COURSES:

### • General Competences

- Financial Analysis
- General Law & Tax
- Finance
- Accounting
- General Management
- Client Management
- Project Management
- Risk Management
- 2<sup>nd</sup> language

### • Real Estate Competences (International Benchmark)

- Professional Deontology & international standards
- Legal matters : leases / titles
- Town planning & buildability
- Tax systems & tax optimization
- Architecture & Building process

### • Products & Markets (International Benchmark)

- Residential
- Social Housing
- Office & Logistics
- Retail
- Other assets : nursing homes / hotels / ...

### • Professional immersion

- Case studies based on foreign and/or French markets during the program
- Professional experts conference

### • Mentoring program

All the participants are “coached” by a mentor around few one-to-one meetings during the program. The mentor’s role is to advise and help the candidate to explore all the program’s options and to define his professional project.

“ Today, construction firms, real estate advisory companies, large REITS or investment funds (financial companies) are reaching at least **regional amplitude** (Americas/Europe/Asia) or are acting as **worldwide players**. These companies are not only looking for qualified professionals with **the right technical skills** but also for open-minded experts, who **combine local/country real estate approach** (technical, financial, legal skills and market knowledge) and the necessity for **global analysis**.

The ESPI is unique with an unrivalled history. Built in 1972 it is the only school in France developed by real estate professionals and has ever since served to provide the real estate managers of tomorrow with the **right skills, attitude and an unmatched ‘real estate knowhow’**.

As such, the original and rivalled D.N.A. of the ESPI School, has strictly been replicated into our ESPI MBA Global Real Estate Management and offers a combination of **consolidated business studies** and **real estate professional skills with underlying international approach of the sector**.

We aim to provide the real estate managers of tomorrow with the **expertise to evolve in a truly international real estate world**.

The ESPI MBA Global Real Estate Management will be a part-time program spanning **12 months**. It will be unique in its conception as it combines total immersion in the professional world of real estate with the specific teaching methods that have helped create ESPI’s renowned reputation in the French real estate sector. **Case studies, professional conferences, professional speakers** as well as an innovating **mentoring program** will provide you with unrivalled skills and competences, new ways of thinking and an awareness of current international real estate practice.

Don’t lose your chance to **improve your professional opportunities** and enrol in the unique international MBA program dedicated in the real estate sector in France. The strong links between the ESPI and the real estate industry will offer you high level and **attractive professional opportunities in France and abroad**.

The program is designed for young or confirmed professionals having technical (engineering), financial, law or general business background.

**Aurélie BOUYGE**

*Academic Director ESPI MBA Global Real Estate Management*