

## ERASMUS+ POLICY STATEMENT

ESAI (Escola Superior de Actividades Imobiliárias), overseeing entity “Sociedade de Promoção e Ensino Superior Imobiliário,S.A.,” it’s private HEI and is the only school, public or private, in Portugal to teach higher education in Real Estate.

With more than 25 years of experience, ESAI offers a Bachelor’s Degree (1st cycle) in Gestão Imobiliária (Real Estate Management) and five Post-graduate Diplomas/MBA’s in Gestão de Projetos Imobiliários (Real Estate Management Projects); Reabilitação, Regeneração e Requalificação Urbana (Urban Rehabilitation, Regeneration and Requalification); Gestão e Promoção de Negócios Imobiliários (Management and Promote Real Estate Business); Avaliação Imobiliária (Real Estate Evaluation) and Gestão Imobiliária e de Resorts Turísticos (Resorts Real Estate Management), as other specialized training courses in Real State and cross areas.

Not having yet any participation in the Erasmus+ program, ESAI internationalization, sharing knowledge, learning and mobility activities has always been a priority.

Without any funding, ESAI has set up a network of partnerships through which has promoted mobility initiatives and international cooperation.

This can be verified by supporting (financial and other) participation of teachers in international conferences, integrate teachers in PhD programs in partners HEI, the collaboration of CICCOI and its researchers and students in international organizations and development of joint MBAs.

ESAI has been developing and organizing seminars and conferences with international real estate experts and organizations, those activities have always been financed by ESAI.

The selection of partner institutions is conducted in accordance with the educational needs and the academic/professional interests of ESAI’s community members, providing exchange programs with institutions that offer complementary study, training, research and professional, scientific, educational, cultural, social and personal development possibilities.

The search for future partners is based on the credibility and competence of the partner. After the identification of potential partners, it is discussed the possibility of cooperation and the conditions upon which it can be attainable.

Curricular plans are compared to determine the feasibility of mobility and ensure its quality. It is also verified the criteria to be applied in the selection of participants, time-lines for their nomination and acceptance, evaluation forms and the sending of results.

About the expressions of interest by foreign Institutions to collaborate with ESAI, we try to satisfy the requests received. When necessary, preparatory visits are scheduled to foreign Institutions and when appropriate representatives of foreign Institutions are received.

ESAI’s policy to select partners is more academic than geographically oriented. All members of the community can suggest relevant partnerships for their study, training, teaching or research areas.

At this moment, overseas partnerships have been organized in two main levels:

At a European level, through academic exchange agreements with European HEIs, developing the creation of international research groups and encouraging the development of joint research projects.

On the other hand, a common historical heritage facilitates the promotion of collaborations and inter-institutional agreements with HEIs from Portuguese-speaking countries as Brazil.

ESAI is always receptive to signing new partnerships with foreign institutions (from participating and non-participating countries) that show interest in collaboration whether regarding exchange programs, study, training, teaching or research.

ESAI international strategy is driven by these objectives:

- To consolidate and expand partnership network making progress in international cooperation on education, research, training and internships;
- To enhance international dimension of education, research and training, seeking staff (teaching and non-teaching staff) and students mobility:
  - Teaching mobility: increase mission teaching and promote teachers exchanges, promoting the development of new methodologies and curricula update;
  - Staff mobility: to develop new professional practices;
  - Vocation Training: to promote joint initiatives with HEIs and enterprises in order to exchange experiences, know-how and good practice.
  - Student Mobility: studies and internships, by developing partnerships with other HEIs and international companies operating in the real estate market.
- Implement skills partnerships for innovation, citizenship and good practices as to promote a lifelong learning space;
- Participate and cooperate in joint projects, participate in events and reference conferences in real estate;
- Promote, recognize and disseminate the results obtained in individual actions or in cooperation projects in order to enhance the quality of teaching and institutional performance of ESAI;
- Monitoring activities of mobility and cooperation in order to capitalize strategic partnerships and create synergies.

### **Organization and implementation of international cooperation projects**

ESAI focuses its international strategy in a restricted number of strategic targets and alliances with international partners.

While mobility activities for students and academic staff will involve the majority of partners, strategic cooperation for curricula development and research projects only will be established with a limited number of partners.

In what regards future projects, ESAI is interested in participating in selected networks along with other HEI partner and research centers for learning and research purposes and explore additional cooperation activities within the EU program.

ESAI has already an institutional network of partnerships with European HEIs, as well as in Brazil. It is currently being studied strategic partnerships with HEIs and businesses companies in Angola, Mozambique and Cabo Verde (via ESAI internationalization project).

Aligning these partnerships with the priorities of the next program is intended to:

- ✓ Increase skill levels to form graduates and researchers;
- ✓ Improve the quality and relevance of higher education by promoting educational and research excellence on the European Union;
- ✓ Strengthen the quality through mobility and cross-border cooperation;
- ✓ Linking higher education, research and business companies in order to promote excellence and development.

Through partnership experience with the mobility of students and staff, sharing knowledge and methodologies, joint projects, training actions and research projects, ESAI aims the development of the existing actions and the creation of new initiatives under the next program, namely:

- Joint projects with HEIs in order to develop, modernize and disseminate new curricula, teaching methods or materials, as well as improving the quality and management of IES, improving skills and modernizing existing systems;
- Foster Transnational partnerships in order to develop good practice exchange; test and/or implement innovative practices; exchange of experience and know-how and increase active citizenship and entrepreneurship (including social entrepreneurship);
- Development of new courses and specific vocational training in Real Estate area and cross-cutting areas;
- Continued partnership with an international IES for joint development of an MBA in the field of Real Estate Appraisal, with double degree and certified by RICS (Royal Institution of Chartered Surveyors).

The preparation of joint post-PhD program is currently under way. The offer of a joint MBA degree in Real Estate Evaluation with double degree and certified by RICS (Royal Institution of Chartered Surveyors).

Such programs will not only narrow the relations between institutions but also contribute to the education of highly qualified professionals and researchers.

These projects aim, in particular, the deepening of knowledge and curriculum development in specific areas and the strengthening of the relationship between higher education institutions and enterprises in order to value the experience gained by the participants.

ESAI will ensure maximum support to participants (both financial and administrative support) and will seek to provide disclosure and visibility of all activities associated with projects and results thereof, in order to promote creativity and innovation.

## The expected impact of ESAI participation in ERASMUS+

Not competing in several areas, ESAI is exclusively dedicated to the study, training and research in Real Estate and their cross areas, being its mission and priority strategy to provide a learning of excellence. Considering Europe 2020 Strategy, ESAI has already implemented several guidelines in order to modernize its education system: by adopting Bologna Process and the ECTS Framework, by implementing clear procedures to recognize and validate knowledge, skills and competences acquired through formal, non-formal and informal learning activities (through national qualification frameworks linked to the European Qualifications Framework), hiring teachers who are integrated in the labour market so they can provide along with a theoretical studies a real view and real practical experiences into the courses; seeking others funding source, like an Internationalization Funding.

ESAI it will continue to engage:

- ✓ a non discriminated politic by gender or race;
- ✓ providing financial support to disadvantaged and vulnerable groups (ESAI maintains close contact with local associations and institutions who support young students);
- ✓ 1st cycle in post-labor studies mode (which allows students and teachers have a full or part time job);
- ✓ support and keep tracking of graduate employment outcomes-ESAI rates of graduate employment is 90%;
- ✓ reward investigation strategy, included on teachers contract a monetary research reward.

Through ESAI participation in ERASMUS+ we expect:

- ✓ Provide specific training to teachers and staff;
- ✓ Develop partnerships in order to integrate ESAI researchers into others HEI's Research Centers;
- ✓ Increase partnerships with enterprises and professional associations in order to approximate ESAI to labour market and design new specific and specialized training;
- ✓ Improve ESAI 1st cycle on a distance study mode by develop new methods and practices (already supported by two interactive platforms-Team Viewer and Moodle);
- ✓ Ensure the efficient recognition of credits gained abroad as also those gained on ESAI, through the consistent use of ECTS and the Diploma Supplement and by linking qualifications to the European Qualifications Framework;
- ✓ Select HEI partners who share the same point of view of ESAI in what concerns to build learning mobility more systematically into curricula, eliminate unnecessary barriers to cross-border co-operation and supporting, financial and administrative, students and teachers mobility;
- ✓ Develop and improve the knowledge triangle work by linking ESAI, research and business companies- ESAI has already this link through its teachers who are integrated in labour market which increase flows of knowledge and skills.

- ✓ Develop and improve partnerships with professional associations on real estate and cross-areas providing ESAI with a real learning and training necessities in the market, which will allow ESAI to prepare their programs in a more effectively way.

ESAI recognizes the significant impact of mobility on participant's personal and professional lives.

ESAI is committed to further fostering the mobility of students, teachers and staff under different actions: studies, training, teaching, staff training, multilateral projects and all projects of mutual interest and benefit.

ESAI expect that the incoming and outgoing flows of mobility will facilitates the contact of the community with new systemic approaches, theories, educational and research practices.

This opportunity also favors the acquisition and development of new competencies, which will consequently contribute towards the increase of attainment levels of ESAI graduates and professionals, as well as of their employability.

Incoming and outgoing mobility will also bring value to the strengthening of institutional quality, considering that contact with pioneering research and methodological perspectives will contribute indelibly towards the development and modernization of the institution and its community at all levels.

The forward integration of innovative practices at ESAI will enrich education, improve learning experiences and create opportunities for research. This will, in turn, generate further interest of new students in pursuing studies at ESAI, resulting in an increased number of the highly skilled graduates Europe needs for achieving smart, sustainable and inclusive growth.

Mobility will also play a crucial role in the streamlining of the knowledge triangle. The establishment of new strategic partnerships will create cooperation links that enhance the flow and transfer of knowledge, which will subsequently contribute to economic growth and prosperity.