



avanza
TRAINING ACADEMY

Prospectus

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Avanza Training Academy

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Foreword

Avanza Academy is licensed as a Further and Higher Institution, built on the core principles of providing an inspiring, supportive and caring learning experience for all students and members of the staff.

At Avanza, we believe that education is more than classrooms, books and exams. We emphasise that education is an unending learning curve. Our training academy offers the right learning environment for students to grow into the thinkers, the leaders, and the doers who keep our lives moving and our world evolving. We look at every student as an individual with astonishing abilities. We believe in a structure in which educators lead every student's ability to learn and help them push beyond their limits and unlock their inner potential.

Avanza strives to make broad and positive impact on the student learning outcomes and we are fully committed to provide our students with the latest knowledge, skills and values to enable them face the challenges in their careers and mould them into citizens who contribute back to the society. The Academy offers a wide range of accredited courses and short programmes focusing on providing qualifications and growth in the fields of Education, Sport and Entrepreneurship.

Avanza is characterised by a philosophy of high opportunities for all, where progress and success in academic, vocational, sporting and innovation is distinguished. Students will be encouraged to develop a powerful sense of pride, belonging and self-respect.

Welcome to Avanza and enjoy learning with us.

Robert Micallef
Head of Academy

Our Mission, Vision & Values

Founded in 2019 Avanza Academy is a centre of excellence. Built on the core principle of providing an inspiring, supportive and caring learning experience for all students and members of staff. Every effort is made to work in collaboration with our students, where learning is a shared partnership between lecturer and student.

Licensed as a Further & Higher Education Institution with the Malta Further & Higher Education Authority (MFHEA, Licence No. 2019-004), Avanza is built on three core values;

Inspire

Central to education lies inspiration; Inspiring the creative minds of others, as opposed to filling heads with knowledge is our ambition. Our students learn through interpreting concepts, sharing ideas, whilst developing a sense of empowerment, leading to creative inspiration.

Support

Central to inspiration lies support; A supportive learning environment enables the curiosity and wonder of minds. Our students are academically and professionally supported, so learning is a creative endeavour and not a process of consumption.

Care

Central to support lies care; We all share the human propensity to care for the hearts and minds of others. Our students are individuals in their own right, their ideas and views are valued, therefore, education provides an opportunity to care for the intellectual needs of students and wider communities.

Our Promise to Our Students

Our unique portfolio of vocational and entrepreneurial courses provide students with the opportunity to learn, grow and succeed. Through creating inspiring, contemporary student-focused learning environments, all students are supported and cared for during their time with us.

Committed to ensuring students gain the very best from their learning experience, every student is seen through a holistic lens. This includes acknowledging their academic and professional skills and competencies.

Demonstrated through our extensive range of student services, personal tutor support and career signposting services, every Avanza student experiences a fair and ethical vision of education.

Why Choose to Study at Avanza?

As a recognised course provider, we pride ourselves on being dynamic and enterprising in our approach. The dignity and worth of every student are at the heart of our service, where maximising the potential of every individual is harnessed through high-quality service. Every effort is made to work in collaboration with our students, where learning is a shared partnership.

There are a number of reasons why inter/national students choose us:

- Our unique range of accredited and complimentary professional CPDs;
- Courses centred on three main disciplinary divisions Education, Sports and Entrepreneurship;
- Individualised support from our dedicated Course Lecturing and Administration Team;
- Individualised academic and personal development, resulting in student satisfaction and positive learning experiences;
- Organised and hassle-free work-based learning and career focused experiences;
- Opportunities to experience real-life industries with inter/national employers;
- Numerous opportunities to collaborate and build professional networks;
- Space to harness employability skills and competencies;
- Guided by our committed Work-Based Learning Team;
- Opportunities to engage with academic and professional reflective practice; and
- To experience the historical island of Malta, with its unique culture, diversity, where both languages Maltese and English are national languages.

Services

Avanza Training Academy recognises the value and importance of investing in a range of accessible student services.

Avanza values the importance of investing in student welfare and a high-quality supportive learning environment.

Avanza Training Academy prides itself on being dynamic and enterprising in its approach, where the dignity and worth of every student are at the heart of our high-quality service.

We believe maximising the potential of every individual is harnessed through a conducive learning experience.

Every effort is made to work in collaboration with students, where learning is a shared partnership between lecturer and student.

With its dedicated learning team, inspiring environment, range of student services and resources, Avanza fulfils the promise to support the needs of both local and international students.

Areas of Service

- Student Academic Support
- Career Guidance & Signposting Services
- Student Finance Guidance
- Professional & Academic Mentoring

International Student Support

Avanza Academy prioritises the well-being and safety of all international students travelling to Malta.

Our Student Support Team have in place several strategies to ensure a smooth transition to a foreign country is achieved. Avanza Academy recognises the added value in accommodating a diverse and multicultural student population, to this end, our dedicated team offers complimentary services to all international students;

- Visa & Travel Assistance;
- Accommodation Assistance;
- Public Transport Assistance;
- Local Amenities Information;
- Student Organisation & Social Support; and
- Student Counselling & Mentoring.

Whilst studying at Avanza Academy, international students have the option to participate in a range of social events, excursions and cultural visits organised by Avanza during their time on the island. This is an excellent way for students to forge new friendships and to develop important social networks for future employment opportunities.



Choose Malta

The Maltese Islands have over 7000 years of history, hence it is well known worldwide for its historic sites. Malta is primarily strategically situated in the centre of the Mediterranean, at the crossroads between Europe and Africa.

The Maltese Islands have a mild climate, with hot summer days and not too cold winter days, so it's perfect to visit all year round! Malta has been Independent for just over 50 years & part of the EU for over 19 years, but what makes this Island special and stand out are the beautiful sceneries.

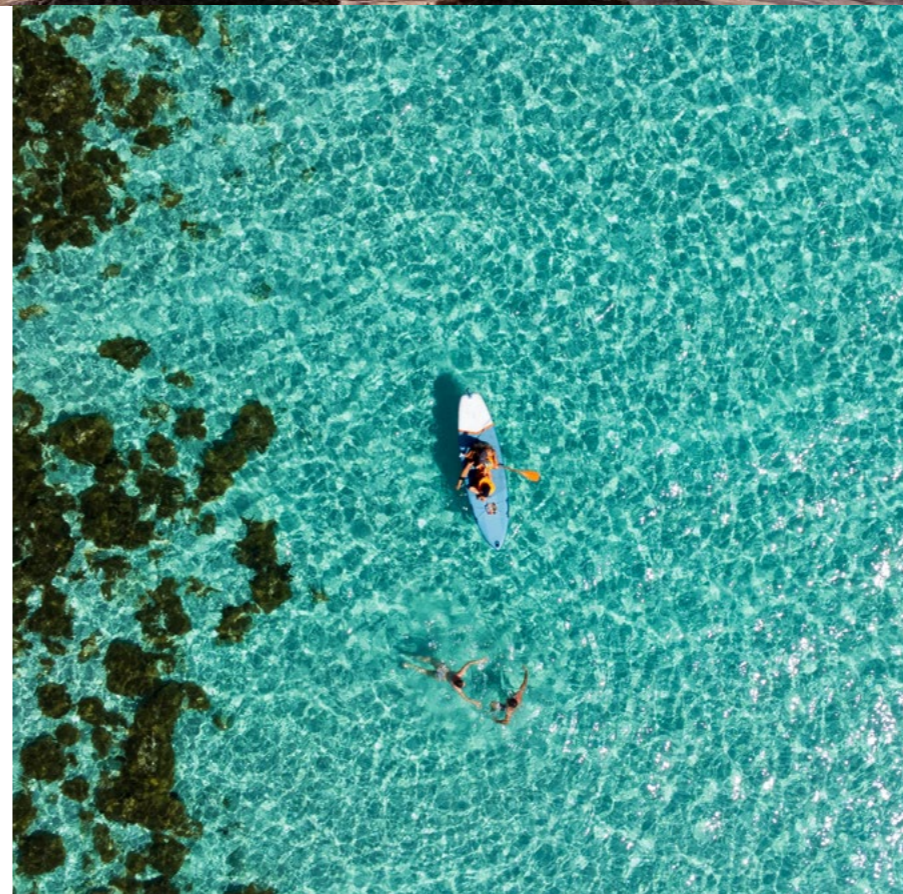
Language is also an advantage as Malta is a bi-lingual country with English being considered

as an official language and a medium of instruction and communication for education and business purposes. Malta attracts over 83,000 students a year and is also booming as a top destination for business travellers. Being a small Island there is little time wasted to get from one destination to the other, as distances are short.

Malta is an amazing place to visit!

Facts

Languages Maltese & English	Population 500,000	Time GMT +1	National Airline Air Malta, which connects to all European cities.
Capital City Valletta	Currency Euro	Country code +356	





Courses



Education

Our Education division offers a diverse range of accredited and non-accredited courses, seminars and CPD workshops. Developed by our team of leading educators within the field, all programmes are relevant to working alongside infants, children and families.

Undergraduate Diploma in Early Years Centre Management

EDUCATION | MQF LEVEL 5 | PART-TIME

Duration

12 Months

Delivery

Face to face/Blended

Credits

60 ECTS/ECVET

Funding

Receive up to 70% refund with the Get Qualified Scheme.

Payment Terms

Flexi-payment terms available.

Accredited by



This programme prepares students to work within the Early Childhood Education and Care, ECEC, 0-3 years sector, in addition to meeting the minimum MQF Level 5 in ECEC, including pedagogy, leadership and management as stipulated in the national standards.

This course thus prepares students for early years administrative, managerial and leadership roles, therefore, enabling students to secure employment within different areas of the ECEC provision such as;

- Early Years Legally Responsible Person (LRP)
- Early Years Centre Manager (CM)
- Early Years Centre Administration Coordinator

Knowledge

Students are provided with the knowledge (facts, theoretical perspectives and existing research) for each module topic, via synchronous learning. Within each module, students are shown how to apply their knowledge to forms of best ECEC practice. Students are encouraged to take an active role and responsibility of their own learning by taking part in supporting study-skills sessions (provided by the Academy) and practical group activities. Furthermore, throughout the course, students are signposted to inter/national ECEC resources, such as local seminars/workshops provided by the Early Childhood Development Association Malta [ECDAM] and online complimentary CPDs that may be of interest to them.

Skills

Students are provided with the opportunity to demonstrate the skills gained from applying their acquired knowledge to ECEC practice in the form of classroom activities and practice placements. Students will become capable and competent in exercising the skills outlined in each module.

Competencies

Through practising skills, learners will develop a required level of competency as stipulated in each module. The classroom context and practical ECEC placements are the areas in which students demonstrate competencies. Levels of autonomy, responsibility and supervision are carefully monitored in view of the individual needs of each student, respectively.

What does the course cover?

- Quality Childhood Education and Care (ECEC) (5 ECTS)
- Early Years Pedagogy; Communication (5 ECTS)
- Early Years Pedagogy; Development and Well-Being (5 ECTS)
- Early Years Pedagogy; Creativity, Awe and Wonder (5 ECTS)
- Early Childhood Education Care (ECEC) Leadership and Management (5 ECTS)
- National Standards, Health and Safety, Safeguarding and Inclusive Education (5 ECTS)
- Early Years Team; Recruitment, Training and Development (4 ECTS)
- Early Years Team; Recruitment, Training and Development (4 ECTS)
- Organisation Policies and Procedures (4 ECTS)
- Organisation Administration and Finance (4 ECTS)
- Professional Reflective Practice (4 ECTS)
- Practical Placement (10 ECTS)

What are the entry requirements?

Required to be a minimum of 21+ years of age, with a minimum of 1 year prior ECEC working experience as an early years educator within an ECEC registered service. To be eligible to follow the course, individuals should be in possession of either of the following:

Award in Early Years Development, Education & Care (MQF Level 4, 60 ECTS) awarded by Avanza Academy or comparable qualifications; or Matriculation Certification and Secondary Education Certificate holding Maths, English and Maltese at Grade 5 or better or comparable qualifications; or Mature Students** as per Avanza Academy's Internal Quality Assurance document. Individuals applying under the clause of mature students may be asked to sit for an interview or aptitude test prior to admission to the course.

To complete the Placement Module at a registered ECEC provision, all students need to be in possession of:

- Current Police Conduct Report;
- Food Handling Certification;
- Paediatric First Aid;
- Self-Declaration Form (LN 206/2016);
- Satisfy specific immunisation requirements..

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessment methods. Formative: Individual/Group Presentations, Discussions, Classroom/Placement Observations. All formative assessment methods will occur during each module and tutors will provide students with on-going feedback throughout the course. Summative: End of Module Exam (where applicable) Module Essay, End of Course Practical Assessment. All summative assessment methods will occur at the end of each module and will evaluate the student's learning.

Award in Early Years Development, Education & Care

EDUCATION | MQF LEVEL 4 | PART-TIME

Duration

12 Months

Delivery

Face to face/Blended

Credits

60 ECTS/ECVET

Funding

Receive up to 70% refund with the Get Qualified Scheme.

Payment Terms

Flexi-payment terms available.

Accredited by



This Award has been specifically designed to equip students with theoretical knowledge, understanding and the applicable skills for a successful employment trajectory within the Early Childhood Educational Care (ECEC) sector. The overarching aim of the Award is to demonstrate student's competence in applying learnt skills, knowledge and professional development relating to early years education and care.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for an early year's practitioner. During the course, students will be encouraged to engage in pedagogical critical and reflective discussions, whilst work-based learning experience will help students to acquire the required leadership skills needed to provide young children with the appropriate developmental opportunities.

Knowledge

Students will be exposed to the theoretical and practical features of early years child development, early years learning and forms of best practice. Students will learn factual and theoretical knowledge on how to implement, maintain and sustain early years learning and development within a high-quality early years childcare provision.

Skills

Students will master a range of developmental, cognitive and practical skills to provide solutions to day-to-day specific issues in early years settings.

Competencies

Students will be able to exercise self-management within the context of early years provision. Students will be able to implement specific strategies, conducive to the needs of young children under their care. In doing so, they will be competent and fully aware of the importance of providing a responsive, caring, safe and nurturing environment, whereby the educational activities on offer for children will be age appropriate and designed to scaffold early years learning and development

What does the course cover?

- National Childcare Standards, Health & Safety at Work (6 ECTS)
- Safeguarding Children, Child Protection & Rights (6 ECTS)
- Infant/Child Development & Learning (6 ECTS)
- The Holistic Child & Importance of Play (6 ECTS)
- Early Years Language, Literacy Numeracy Acquisition (6 ECTS)
- Fostering Prosocial Positive Attachment Behaviour (4 ECTS)
- Equality, Diversity & Inclusive Practice (4 ECTS)
- Early Years Assessment & Observation (4 ECTS)
- Effective Communication, Colleagues & Parent Partnership (4 ECTS)
- Professional Reflective Practice (2 ECTS)
- Registered Early Years Service, Responsibilities & Legal Requirements (2 ECTS)
- Work Placement (10 ECTS)

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis.

Learners are required to be 16+ years of age, possess either:

Minimum of 5 SEC/O'Level subjects of which; 3 O'Level subjects must include, Mathematics, English (Language and/or Literature), Maltese, at grade 4 or better and any other 2 O'Level subject at grade 6 or better; or Successful completion of a related MQF Level 3 Foundation/Certificate Qualification (for example, Health & Social Care/ Art & Design/Sports or Performing Arts); or Mature students (+23 years at the start of the academic year applied for), subject to proficiency and/or aptitude tests as directed by the Academy. Avanza Training Academy also reserves the right to hold a course application interview prior to acceptance.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods, including presentations, group work, placement observations, class tests and written assignments.

Award in Academic English

EDUCATION | MQF LEVEL 4 | PART-TIME

Duration
3 Months

Credits
20 ECTS/ECVET

Accredited by
 Malta
Further & Higher
Education Authority

Delivery
Face to face

Information literacy is an essential lifelong academic and professional skill. Throughout this course, students will be exposed to the practical methods of learning “how to learn”. Students will also get an understanding of how to; acquire and/or improve their ways of sourcing, evaluating, interpreting and applying sound sources of knowledge.

Furthermore, this module focuses on the communication skills required on a daily basis and can be amalgamated into everyday conversations. This module will equip students with the language competencies necessary to handle the course content and related tasks and assignments.

Skills

Through this course, the learner will be able to evaluate and assess one’s own writing tasks while becoming more aware of all forms of academic cheating and professional misconduct. The learner will also become more adept at gathering information from different sources and use them appropriately.

Competencies

The learner will be able to differentiate between formal and informal use of the English language. Carrying out interviews and research while understanding the concept of plagiarism are also important milestones. The learner will also become more used to the different modes of note-taking and the production of academic writing.

What does the course cover?

- The use of different communication methods (e.g., telephone calls, emails, etc.);
- The purpose and importance of academic writing;
- The difference between academic integrity and dishonesty (plagiarism, fabrication, cheating, professional misconduct);
- The development of academic writing and voice;
- The importance of reading literacy and the various modes of reading;
- The purpose and utility of taking notes;
- Different forms of written assignments (essay, reflective, essay, short reviews, short answers) and their expectations;
- How to use structuring techniques (format, paragraphs, content) for effective written assignments;
- The benefits of planning for examinations and how to manage stress;

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza’s interview board. All entries will be assessed on an individual basis. Learners are required to be 16+ years of age, possess either:

As part of the enrolment process, all applicants will be assessed via Avanza’s interview board. All entries will be assessed on an individual basis. Learners are required to be 16+ years of age, possess either; Secondary Education Certificate, 4 O-levels (Grade 5 or better) in Maths, English and another 2 subjects or equivalent; or Mature Students as per Avanza Academy’s Internal Quality Assurance document. Individuals applying under the clause of mature students may be asked to sit for an interview or aptitude test prior to the admission to the course.

What are the assessment methods?

This module will be assessed through class contribution (10%), an assignment (30%), a presentation (20%) and an exam (40%).

Certificate in Access Foundation

EDUCATION | MQF LEVEL 3 | PART-TIME

Duration

12 Months

Delivery

Face to face/Blended

Credits

60 ECTS/ECVET

Funding

Receive up to 70% refund with the Get Qualified Scheme.

Payment Terms

Flexi-payment terms available.

Accredited by



Central to the design and development of this Access Qualification is students' individualised creativity, style of learning and prospective career interests.

This Access course aims to provide a gateway for secondary school leavers who require additional vocational and educational support to carve a prospective employment trajectory. Moreover, the Access Qualification accommodates those mature students (+23 years) who wish to return to education and require an access route into Further and Higher provisions.

This Level 3 Certificate is regarded as a one-stop-shop for anyone seeking to develop their knowledge, skills and competencies in academics, information literacies and professionalism. Upon successful completion, it is hoped that students will leave the Access Qualification safe in the knowledge of their individualised attributes, chosen career pathway and an accessible next step to an accredited MQF Level 4 qualification should they choose.

Central to this Access Qualification is reflective practice, allowing students to embark on a learning journey of self-discovery, where they learn to manage their learning performance and take advantage of experiential and work-based learning opportunities. In view of this, the student's Project Module is the linchpin to all other taught modules. It is the final module to be completed as a showcase of the knowledge, skills and competencies acquired throughout the programme.

What does the course cover?

- Study Skills
- Digital and Numerical Literacy
- Soft Skills
- Business and Academic English
- Project Module

What are the entry requirements?

Students must be in possession of a minimum Secondary School Leaving Certificate (SSCC) (MQF Level 1-2) certification or equivalent.

Students must be +16 years of age.

What are the learning outcomes?

Learning Outcomes for Knowledge obtained at the end of the programme

The learner will be able to:

- Develop their own information, academic, professional and digital literacies;
- Access a range of different and "good" sources of information;
- Find, process, evaluate and use information effectively;
- Identify different basic computer systems;
- Identify different approaches to organising and conducting business meetings and presentations; and
- Reflect on and develop their academic/professional identity in pursuit of a career.

Learning Outcomes for Skills obtained at the end of the programme

The learner will be able to:

- Demonstrate ownership and responsibility of own learning;
- Prepare, plan and organise individual exam revision strategies;
- Operate different basic computer systems;
- Apply calculations to obtain results related to money, time, temperatures etc;
- Organise, arrange and conduct a business meeting;
- Demonstrate knowledge and competence of initiating business oriented conversation with others;
- Engage in active listening skills during course assessment and group activities; and
- Create and modify information through presentations, spreadsheets and word documents using the right digital tools.

Award in Safeguarding of Minors

EDUCATION | MQF LEVEL 2 | PART-TIME

Duration
10 Weeks

Credits
5 ECTS/ECVET

Accredited by
 Malta
Further & Higher
Education Authority

Delivery
Face to face/Blended

Avanza's Award in Safeguarding of Minors provides a good basis for the principles of safeguarding children and young people in different scenarios. Participants are trained to use appropriate means to adopt the best safeguarding practices while simultaneously identifying and reporting instances of poor practice or abuse. The legal framework in which this is achieved is also outlined throughout the programme.

Knowledge

The learners will be exposed to the main theoretical principles and terminology underlying safeguarding. They will also become more aware of the individuals or entities directly responsible for the prevention of harassment and abuse of minors. At the end of this Award, the participants will become more able to identify signs of abuse and describe the key elements of a response system should the need arise.

Skills

Following this programme, the learners can plan activities of minors in line with the best safeguarding practices. They can also practice referral to the proper entities when preventing or responding to cases of abuse.

Competencies

Through this programme, the learner will have acquired the autonomy to create an ethos of zero tolerance for the abuse of minors. They will also be more prepared to advise or carry out tasks in relation to safeguarding in their organisation.

What are the entry requirements?

be 18+ years of age and; provide a professional reference and/or; possess a minimum Secondary School Leaving Certificate (SSCC) (MQF Level 1-2) certification or equivalent and/or; qualify as mature students as per Avanza Internal Quality Assurance document. Individuals applying under this clause may be asked to sit for an interview or aptitude test prior to admission to the course

What are the learning outcomes?

The learner will be able to:

- use suitable terminology when dealing with safeguarding issues;
- practice referral to the proper individuals/safeguarding entities when preventing or responding to cases of abuse of minors;
- demonstrate understanding of the ways in which children can be harmed;
- plan activities in line with the best safeguarding practices;
- operate safeguarding in its regulatory framework/s..

Awards in Education

Accredited by



As part of the Education division, Avanza Academy offers a range of accredited short courses. Awards that are both attractive to those who may have an interest in the educational field, and/or for those who may be already employed within the educational sector and are interested in furthering their professional development.

Award in: The Multicultural Educators' Journey: forging the way ahead 3 ECTS

With increased human mobility and increasingly thick networks of communication, the common social fact of unequal educational experiences and outcomes is increasingly the subject of transnational dialogue. This course stems from the need to equip educational staff with the knowledge, aptitude and skills to meet the challenging task of teaching across multicultural setting/environment populations.

This short accredited Award is designed to enhance educational staff's aptitudes and skills necessary to deal with cultural disparities within learning environments.

Award in: Nurturing Professional Learning Communities 3 ECTS

Today's educators are on a compelling quest to find ways to hold expectations for pupils, improve teaching and learning pedagogies, and increase pupil learning/achievement outcomes. Much is being made known of the value of professional learning communities (PLCs) in education.

This short accredited Award is designed to motivate educational staff to organise, mediate and facilitate varied learning initiatives. Encourage staff confidence and provides opportunities for intercultural learning from different diverse backgrounds.

Award in: A Biopsychosocial Model Perspective of Work-Based Stress, Reconnecting the Professional-Self 3 ECTS

A career in education is indeed a vocation, requiring educational staff to have a level of awareness and understanding of the complexity of any given learning environment. All learning environments can be tremendously complex social and emotional places, where staff are responsible for the management, learning and care of their students. The complexity lies within the invisible parts of the social structures of education and can often be difficult to navigate.

This short accredited Award is designed for educational staff who are interested in reconnecting with their personal and professional self. Through exposure to the Biopsychosocial (BPS) model of managing professional stress, staff will discover the interaction between all three domains; biology, psychology and environment that influence human behaviour.



Sports

Our Sports division offers a diverse range of accredited and non-accredited courses, seminars and CPD workshops. Developed by our team of leading sports specialists within the field, all programmes are relevant to working within sports.

Higher National Diploma in Sports Management

SPORTS | MQF LEVEL 5 | PART-TIME

This Higher National Diploma has been specifically designed to equip students with theoretical knowledge, understanding and the applicable skills for a successful employment trajectory within the world of Sports. The overarching aim of this Higher National Diploma is to demonstrate student's competence in applying learnt skills, knowledge and professional development when working directly in an administrative and eventually managerial position.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for sports management. During the course, students will be encouraged to engage in critical and reflective discussions related to the Sports sector. Furthermore, students will also be able to make use of the practical tools related to different aspects of sports and management.

Knowledge

Learners will be exposed to the theoretical and practical features of Sports Management. Students begin with an introduction to the world of sports, administration and management. The guiding principles of leadership and management are presented, prior to exposing students to focused roles within the sports industry, such as; marketing, organisation strategy, sports psychology, event planning, journalism, governance and finance. As part of the entire course, students will be exposed to an introduction to research methods as part of theoretical components of the course. The research methods module provides all students with the necessary preparation to conduct small-Level 5 research projects within an existing sports organisation/facility, in view of furthering their studies to MQF Level 6 top-up courses.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective management of a sports organisation, comprehend the importance and role of psychology and governance, to ensure a sustainable operation is maintained within the field of sports.

Competencies

Learners will be able to exercise self-management within the sports industry, implement specific project and team strategies, monitor progress of change implementation and be held accountable for the needs of the organisation. In doing so, they will be competent and fully aware of the importance of people leadership and management, sport industry trends and collaborate with various departments and stakeholders.


Duration
24 Months

Delivery
Face to face/Blended

Credits
120 ECTS/ECVET

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Payment Terms
Flexi-payment terms available.

Accredited by
 Malta Further & Higher Education Authority

What does the course cover?

- Introduction to the World of Sports Administration and Management (6 ECTS)
- Strategic Leadership in Sports (8 ECTS)
- Strategic People Management in Sport Organisations (8 ECTS)
- Principles of Sport Marketing (8 ECTS)
- Strategic Sport Organisation Management (10 ECTS)
- Introduction to Sport Psychology (10 ECTS)
- Research Methods in Sport (10 ECTS)
- Sport Facility Management and Event Planning (8 ECTS)
- Sports Journalism and Media (8 ECTS)
- Governance in Sport (8 ECTS)
- Finance for Sport Managers (8 ECTS)
- Sports Psychology for Managers (8 ECTS)
- Placement* (10 ECTS)
- Research Project (10 ECTS)

All modules are mandatory to qualify for this complete 120 ECTS MQF Level 5 Diploma.

What are the entry requirements?

Award in Business & Communication (MQF Level 4, 60 ECTS) awarded by Avanza Academy or comparable qualifications; OR

Matriculation Certification and Secondary Education Certificate holding Maths, English and Maltese at Grade 5 or better or comparable qualifications; OR

Mature Students as per Avanza Academy's Internal Quality Assurance document. Individuals applying under the clause of mature students may be asked to sit for an interview or aptitude test prior to the admission to the course.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/Group Presentations, Discussions, Classroom/Placement Observations. All formative assessment methods will occur during each module and Tutors will provide students with ongoing feedback throughout the course. Summative; End of Module Exam (where applicable) Module Essay, End of Course Case Study and Placement Assessment. All summative assessment methods will occur at the end of each module and evaluate student learning.

Diploma in Sports Management

SPORTS | MQF LEVEL 5 | PART-TIME


Duration
12 Months

Credits
60 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

This Diploma has been specifically designed to equip students with theoretical knowledge, understanding and the applicable skills for a successful employment trajectory within the world of Sports.

The programme aids in the development of skills and competencies as well as personal qualities and attitudes which are essential for sports management. During the course, students will be encouraged to engage in critical and reflective discussions related to the Sports sector. Furthermore, students will also be able to make use of the practical tools related to different aspects of sports and management.

Competencies

Learners will be able to exercise self-management within the sports industry, implement specific project and team strategies, monitor progress of change implementation and be held accountable for the needs of the organisation. In doing so, they will be competent and fully aware of the importance of people leadership and management, sport industry trends and collaborate with various departments and stakeholders.

Knowledge

Learners will be exposed to the theoretical and practical features of Sports Management. The guiding principles of leadership and management are presented, prior to exposing students to focused roles within the sports industry, such as; marketing, organisation strategy, sports psychology, event planning, journalism, governance and finance.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective management of a sports organisation, comprehend the importance and role of psychology and governance, to ensure a sustainable operation is maintained within the field of sports.

What does the course cover?

- Strategic Leadership in Sports (8 ECTS)
- Strategic People Management in Sport Organisations (8 ECTS)
- Strategic Sport Organisation Management (10 ECTS)
- Introduction to Sport Psychology (10 ECTS)
- Sports Journalism and Media (8 ECTS)
- Governance in Sport (8 ECTS)
- Finance for Sport Managers (8 ECTS)

All modules are mandatory to qualify for this complete 60 ECTS MQF Level 5 Diploma.

What are the entry requirements?

Award in Business & Communication (MQF Level 4, 60 ECTS) awarded by Avanza Academy or comparable qualifications; OR Matriculation Certification and Secondary Education Certificate holding Maths, English and Maltese at Grade 5 or better or comparable qualifications; OR Mature Students as per Avanza Academy's Internal Quality Assurance document. Individuals applying under the clause of mature students may be asked to sit for an interview or aptitude test prior to the admission to the course.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom/ Placement Observations. All formative assessment methods will occur during each module and Tutors will provide students with ongoing feedback throughout the course. Summative; End of Module Exam (where applicable) Module Essay, End of Course Case Study and Placement Assessment. All summative assessment methods will occur at the end of each module and evaluate student learning.

Award in Sports Media

SPORTS | MQF LEVEL 2 | PART-TIME

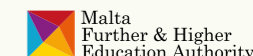
Duration

8 Weeks

Credits

4 ECTS/ECVET

Accredited by



Delivery

Face to face/Blended

In the first part of the course, the participants are provided with the necessary basic background needed to embed the rest of the course material. The participants are in fact here introduced to the history of sports and the parallel evolution of sports media in the Maltese Islands.

It's important that journalists keep to the facts and maintain high ethical standards. Ethical considerations apply in sports media, just as much in the regular media, and key issues for consideration include privacy, the portrayal of women's sports and the use of social media. A basic grounding in media law, image rights, fairness and impartiality is also given.

Emerging trends in sports media, such as the use of virtual reality, free content, and an increasing number of documentaries among others, are also given due consideration.

The course also tackles the use of technology in sports with particular reference to sports photography..

What does the course cover?

The learner will be able to:

- understand basic concepts and theories of sports journalism.
- demonstrate knowledge of the history of sports and sports journalism, ethical standards, sports reporting (including photo reporting) and interviewing.
- demonstrate knowledge of good conduct in sports journalism
- apply ethical principles related to sports journalism in the sports organisations they represent.
- create sports communications on the latest sports news issues and using contemporary media technology.
- identify the qualities of a professional photographer and that of a high-quality sports photograph/photo report.
- apply practice tips learnt during this programme to take good quality sports event photos.

What are the entry requirements?

be 18+ years of age; and possess a minimum Secondary School Leaving Certificate (SSCC) (MQF Level 1-2) certification or equivalent; and/or qualify as mature students as per Avanza Internal Quality Assurance document. Individuals applying under this clause may be asked to sit for an interview or aptitude test prior to admission to the course.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessment methods: Formative: Classroom Observations. Summative; End of Module Assignment, Case Studies and Photo Portfolio.

Award in Safeguarding in Sports

SPORTS | MQF LEVEL 2 | PART-TIME

Duration

10 Weeks

Credits

5 ECTS/ECVET

Accredited by



Delivery

Face to face/Blended

Avanza's Award in Safeguarding in Sports provides a good basis for the principles of safeguarding children and young people in a sports scenario. Participants are trained to use appropriate means to adopt the best safeguarding practices while simultaneously identifying and reporting instances of poor practice or abuse. The legal framework in which this is achieved is also outlined throughout the programme.

Knowledge

The learners will be exposed to the main theoretical principles and terminology underlying safeguarding in sports. They will also become more aware of the individuals or entities directly responsible for the prevention of harassment and abuse in sports. At the end of this Award, the participants will become more able to identify signs of abuse and describe the key elements of a response system should the need arise.

Skills

Following this programme, the learners can plan sporting activities in line with the best safeguarding practices. They can also practice referral to the proper entities when preventing or responding to cases of abuse in sports.

Competencies

Through this programme, the learner will have acquired the autonomy to create an ethos of zero tolerance to abuse amongst athletes and colleagues. They will also be more prepared to advise or carry out tasks in relation to safeguarding in their organisation.

What does the course cover?

The learner will be able to:

- use suitable terminology when dealing with safeguarding issues in sports;
- practice referral to the proper individuals/safeguarding entities when preventing or responding to cases of abuse in sports;
- demonstrate understanding of the ways in which children can be harmed;
- plan sporting activities in line with the best safeguarding practices;
- operate safeguarding in its regulatory framework/s.

What are the entry requirements?

be 18+ years of age; and provide a professional reference; and/or possess a minimum Secondary School Leaving Certificate (SSCC) (MQF Level 1-2) certification or equivalent; and/or qualify as mature students as per Avanza Internal Quality Assurance document. Individuals applying under this clause may be asked to sit for an interview or aptitude test prior to admission to the course.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods: Formative Classroom Observations. Summative End of Module Case Studies.

Award in Sports Fitness Nutrition

SPORTS | MQF LEVEL 2 | PART-TIME

Duration
8 Weeks

Credits
4 ECTS/ECVET

Accredited by
 Malta
Further & Higher
Education Authority

Delivery
Face to face/Blended

Throughout this short programme in Sports Fitness Nutrition, the participants are taken through a concise journey starting from the basics of nutrition and its relation to fitness, through to becoming more adept at taking the right decisions or giving appropriate advice, even in their specific sport field.

In the course of this trajectory, the biological breakdown of food, and its absorption are discussed. Food supplements and related legal nutritional aids that are being more commonly used by athletes are also tackled.

The psychological motivational push needed to achieve nutritional and the associated athletic goals is also discussed in this intentional move towards heightened levels of sports fitness.

This course provides the necessary nutritional background to support decision-making in enhancing fitness. In particular, targeted individuals are athletes, sports coaches, fitness instructors, and others who want to make a conscious effort to improve their health and well-being. It may also add to the knowledge background of those reading qualifications in Health and Social Care, and Hospitality, and who have a desire to help their clients improve their dietary habits.

What does the course cover?

The learner will be able to:

- identify the nutrients and associated food sources required to enhance the differing components of fitness;
- practice competition nutrition strategies;
- use knowledge of the human digestive system in decisions regarding nutrition;
- demonstrate knowledge of artificial supplements and other ergogenic aids;
- use the information on food labels to assemble meals according to their calorific and nutritional requirements;
- understand the role of the nutritionist;
- show awareness of the concept of motivation and its role in maintaining high levels of sports fitness.

What are the entry requirements?

be 18+ years of age; and possess a minimum Secondary School Leaving Certificate (SSCC) (MQF Level 1-2) certification or equivalent; and/or qualify as mature students as per Avanza Internal Quality Assurance document. Individuals applying under this clause may be asked to sit for an interview or aptitude test prior to admission to the course

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessment methods: Formative: Classroom Observations. Summative: End of Module Test, Case Studies.

Awards in Sports

As part of the Sports division, Avanza Academy offers a range of accredited short courses. Awards that are both attractive to those who may have an interest in the sports industry, and/or for those who may be already employed within the field and are interested in furthering their professional development.

Finance for Sport Managers 8 ECTS

Sports Psychology for Managers 8 ECTS

Governance in Sport 8 ECTS

Strategic Leadership in Sports 8 ECTS

Introduction to Sport Psychology 10 ECTS

Strategic People Management in Sport Organisations 8 ECTS

Introduction to the World of Sports Administration and Management 6 ECTS

Strategic Sport Organisation Management 10 ECTS

Principles of Sport Marketing 8 ECTS

Accredited by
 Malta Further & Higher Education Authority

Sport Facility Management and Event Planning 8 ECTS

Sports Journalism and Media 8 ECTS



Business

Our business division offers a diverse range of accredited and non-accredited courses, seminars and CPD workshops. Developed by our team of leading business specialists within the field and all programmes are relevant to working within corporate industries.

Higher National Diploma in Business and Management

BUSINESS | MQF LEVEL 5 | PART-TIME


Duration
24 Months

Credits
120 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

This Higher National Diploma has been specifically designed to equip students with theoretical knowledge, understanding and applicable skills for a successful employment trajectory within the corporate Business sector. The overarching aim of this programme is to demonstrate students' competence in applying learnt skills, knowledge and professional development relating to business.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for business management. During the course, students will be encouraged to engage in critical and reflective discussions related to the Business sector. Furthermore, students will also be able to make use of the practical tools related to different aspects of business and management.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective management of an organisation, and comprehend the importance and role of Human Resources, to ensure a sustainable operation is maintained within the corporate sector.

Competencies

Learners will be able to exercise self-management within the business sector, implement specific project and team strategies, monitor progress of change implementation and be held accountable for the needs of the organisation. In doing so, they will be competent and fully aware of the importance of managing change, trends and collaborate with various departments and stakeholders.

Knowledge

Learners will be exposed to the theoretical and practical features of Business Management, guiding principles of management, human resources, project management, variations of teams, CRM strategies, marketing and finance. Issues related to sustainability, people management, relations and communication are also areas that are covered during the course, to ensure students are exposed to demonstrative ways of implementing, maintaining and sustaining high-quality management within a business environment.

What does the course cover?

- Principles of Management and Leadership (12 ECTS)
- Human Resources Management (12 ECTS)
- Managing a Project (12 ECTS)
- Organisational Behaviour (12 ECTS)
- Change Management in Organisations (12 ECTS)
- Customer Relations Management (12 ECTS)
- Corporate Social Responsibility (12 ECTS)
- Marketing in Organisations (12 ECTS)
- Fundamentals of Accounting (12 ECTS)
- Economics for Managers (12 ECTS)

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 18+ years of age, possess either;

MQF Level 4 Course in Management (60 ECTS) or equivalent; or in possession of a Matriculation Certificate or equivalent; and students should also have good command of the English Language and in possession of IELTS 6.0 or equivalent..

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom Observations. All formative assessment methods will occur during each module and Tutors will provide students with on-going feedback throughout the course. Summative; End of Module Exam, Module Essay, Case Study (where applicable). All summative assessment methods will occur at the end of each module and will evaluate the student learning.

Diploma in Business and Management

BUSINESS | MQF LEVEL 5 | PART-TIME

Duration
12 Months

Credits
60 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for business management. During the course, students will be encouraged to engage in critical and reflective discussions related to the Business sector.

Furthermore, students will also be able to make use of practical tools related to different aspects of business and management.

Knowledge

Learners will be exposed to the theoretical and practical features of Business Management, guiding principles of management, human resources, project management, variations of teams, and economics..

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect the effective management of an organisation, and comprehend the importance and role of Human Resources, to ensure a sustainable operation is maintained within the corporate sector.

Competencies

Learners will be able to deal with daily management and human resources activities in collaboration with other team members in an effective manner.

What does the course cover?

- Principles of Management and Leadership (12 ECTS)
- Human Resources Management (12 ECTS)
- Organisational Behaviour (12 ECTS)
- Marketing in Organisations (12 ECTS)
- Fundamentals of Accounting (12 ECTS)

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 18+ years of age, possess either: MQF Level 4 Course in Management (60 ECTS) or equivalent; or in possession of a Matriculation Certificate or equivalent; and students should also have good command of the English Language and in possession of IELTS 6.0 or equivalent.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom Observations. All formative assessment methods will occur during each module and Tutors will provide students with on-going feedback throughout the course. Summative; End of Module Exam, Module Essay, Case Study (where applicable). All summative assessment methods will occur at the end of each module and will evaluate the student learning.

Award in Business Management and Communication

BUSINESS | MQF LEVEL 4 | PART-TIME

Duration
12 Months

Credits
60 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

This Award has been specifically designed to equip students with theoretical knowledge, understanding and the applicable skills for a successful employment trajectory within the world of business. The overarching aim of the Award is to demonstrate student's competence in applying learnt skills, knowledge and professional development when working directly in high performing business teams and eventually managerial position.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as communication qualities and attitudes which are essential for business management. During the course, students will be encouraged to engage in critical and reflective discussions related to effective business communications. Furthermore, students will also be able to make use of the practical tools related to different aspects of communication management.

Competencies:

Learners will be able to exercise self-management within the business industry, implement specific communication strategies, confidently use a myriad of tools to monitor information and digital literacies, becoming competent and fully aware of the importance of communication within business management.

Knowledge:

Learners will be exposed to the theoretical and practical features of Business Communication. Students begin with an introduction to Information Literacy, Academic English, prior to undertaking the role of Intra/Inter-personal skills and communication. The guiding principles of business management are presented, prior to exposing students to the role of Digital Literacy within the place of business.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective business communication, comprehend the importance and complexity of intra/inter-personal communication..

What does the course cover?

- Academic English & Information Literacy (20 ECTS)
- Intra and Inter-Personal Skills (15 ECTS)
- Principles of Business & Management(15 ECTS)
- Digital Literacy (10 ECTS)

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 16+ years of age, possess either:

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 16+ years of age, possess either; Secondary Education Certificate, 4 O-levels (Grade 5 or better) in Maths, English and another 2 subjects or equivalent; or Mature Students as per Avanza Academy's Internal Quality Assurance document. Individuals applying under the clause of mature students may be asked to sit for an interview or aptitude test prior to the admission to the course.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom Observations. All formative assessment methods will occur during each module and Tutors will provide students with on-going feedback throughout the course. Summative; End of Module Exam (where applicable) Module Essay, End of Course Practical Assessment. All summative assessment methods will occur at the end of each module and will evaluate the student learning.

Higher National Diploma in Hospitality Management

BUSINESS | MQF LEVEL 5 | PART-TIME


Duration
24 Months

Credits
120 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

This Higher National Diploma has been specifically designed to equip students with theoretical knowledge, understanding and applicable skills for a successful employment trajectory within the Hospitality/Tourism sector. The overarching aim of the programme is to demonstrate students' competence in applying learnt skills, knowledge and professional development relating to the industry.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for a managerial position within the Hospitality/Tourism sector. During the course, students will be encouraged to engage in critical and reflective discussions related to this industry.

Competencies

Learners will be able to exercise self-management within the context of Hospitality/Tourism and implement specific strategies that are conducive to the needs of the organisation. In doing so, the student will be competent and fully aware of the importance of managing change, trends within the industry and collaborating effectively with various departments and stakeholders.

Knowledge

Learners will be exposed to the theoretical and practical features of Hospitality/Tourism, guiding principles of management, organisation operations, Human Resources (HR), marketing and finance. Issues related to sustainability, people management, customer relations and service are also areas that are covered during the course. The aim is to ensure students are exposed to demonstrative ways of implementing, maintaining and sustaining high-quality service within the industry.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective management of an organisation, and comprehend the importance and role of HR, to ensure a sustainable operation is maintained within the industry.

What does the course cover?

- Principles of Hospitality Management (12 ECTS)
- Managing Hospitality Organisations (12 ECTS)
- Principles in Marketing (12 ECTS)
- Information Technology in Hospitality (12 ECTS)
- Finance Management in Hospitality (12 ECTS)
- Human Resources Management in Hospitality (12 ECTS)
- Change Management in Hospitality (12 ECTS)
- Events Management (12 ECTS)
- Hotel Operations Management (12 ECTS)
- Sustainability Hospitality (12 ECTS)

All modules are mandatory to qualify for this complete 120 ECTS MQF Level 5 Diploma.

Students who fail to pass/complete all mandatory units will be given exit Awards from Avanza Training Academy, detailing the specific modules achieved and the number of ECTS/ECVETs gained.

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 18+ years of age, possess either:

Matriculation Certificate (2 Subjects at Advanced Level & 3 at Intermediate Level + Systems of Knowledge) or equivalent; or MQF Level 4 Course in Management (60 ECTS) or equivalent; or In possession of a minimum MQF Level 3 and a minimum of 7 years working experience in Tourism/Hospitality; and Students should also have good command of the English Language and in possession of IELTS 6.0 or equivalent.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom Observations. All formative assessment methods will occur during each module and Tutors will provide students with on-going feedback throughout the course. Summative; End of Module Exam, Module Essay, Case Study Assessment (where applicable). All summative assessment methods will occur at the end of each module and will evaluate the student learning.

Diploma in Hospitality Management

BUSINESS | MQF LEVEL 5 | PART-TIME


Duration
12 Months

Credits
60 ECTS/ECVET

Payment Terms
Flexi-payment terms available.

Delivery
Face to face/Blended

Funding
Receive up to 70% refund with the Get Qualified Scheme.

Accredited by
 Malta Further & Higher Education Authority

This Diploma has been specifically designed to equip students with theoretical knowledge, understanding and applicable skills for a successful employment trajectory within the Hospitality/Tourism sector. The overarching aim of the Diploma is to demonstrate the student's competence in applying learnt skills, knowledge and professional development relating to the industry.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as personal qualities and attitudes which are essential for a managerial position within the Hospitality/Tourism sector. During the course, students will be encouraged to engage in critical and reflective discussions related to this industry.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective management of an organisation, and comprehend the importance and role of HR.

Competencies

Learners will be able to exercise self-management within the context of Hospitality/Tourism and implement specific strategies that are conducive to the needs of the organisation.

Knowledge

Learners will be exposed to the theoretical and practical features of Hospitality/Tourism, guiding principles of management, and Human Resources (HR and finance. Issues related to people management, customer relations and service are also areas that are covered during the course. The aim is to ensure students are exposed to demonstrative ways of implementing, maintaining and sustaining high-quality service within the industry.

What does the course cover?

- Principles of Hospitality Management (12 ECTS)
- Managing Hospitality Organisations (12 ECTS)
- Finance Management in Hospitality (12 ECTS)
- Human Resources Management in Hospitality (12 ECTS)
- Events Management (12 ECTS)

All modules are mandatory to qualify for this complete 120 ECTS MQF Level 5 Diploma.

Students who fail to pass/complete all mandatory units will be given exit Awards from Avanza Training Academy, detailing the specific modules achieved and the number of ECTS/ECVETs gained.

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 18+ years of age, possess either: Matriculation Certificate (2 Subjects at Advanced Level & 3 at Intermediate Level + Systems of Knowledge) or equivalent; or MQF Level 4 Course in Management (60 ECTS) or equivalent; or in possession of a minimum MQF Level 3 and a minimum of 7 years working experience in Tourism/Hospitality; and Students should also have good command of the English Language and in possession of IELTS 6.0 or equivalent.

What are the assessment methods?

Each module will be assessed based on a mixture of formative and summative assessments methods; Formative; Individual/ Group Presentations, Discussions, Classroom Observations. All formative assessment methods will occur during each module and Tutors will provide students with on-going feedback throughout the course. Summative; End of Module Exam, Module Essay, Case Study Assessment (where applicable). All summative assessment methods will occur at the end of each module and will evaluate the student learning.

Real Estate Agent Award

BUSINESS | MQF LEVEL 4 | PART-TIME

This Award has been specifically designed to equip students with theoretical knowledge, understanding and the applicable skills for a successful employment trajectory within the Real Estate sector. The overarching aim of the Award is to demonstrate student's competence in applying learnt skills, knowledge and professional development when working as an agent. The content of this course is based on the Maltese Property Law set out in 2018. Therefore, covers pertinent occupational subjects such as Economics, Law, Business, Finance, Communications Skills and other relevant areas. Moreover, it equips learners with a working knowledge as well as the fundamentals of the real estate market.

The programme provides the required experiences to link theory to practice, developing skills and competencies as well as interpersonal qualities and attitudes which are essential for any successful agent. During the course, students will be encouraged to engage in critical and reflective discussions related to effective negotiation and conflict management skills. Furthermore, students will also be able to make use of the theoretical fundamentals of Maltese Real Estate, Legislation and Business Practice.

Knowledge

Learners will be exposed to the theoretical and practical features of being a Real Estate Agent. Students begin with an introduction to the Maltese Real Estate landscape and the fundamentals of law, economics, financial management, prior to conceptualising the role of interpersonal skills and issues related to property evaluation, anti-money laundering, data protection and forms of best practice.

Skills

Learners will develop an awareness and understanding of the external and internal factors that affect effective agent relations, comprehend the importance of compliance and legislation.

Competencies

Learners will be able to exercise self-management within the Real Estate industry, implement specific communication strategies, collaborate effectively throughout the property transaction process, whilst implementing organisation and time management strategies.

Duration

60 hours

Delivery

Face to face/Blended

Credits

12 ECTS/ECVET

Funding

Receive up to 70% refund with the Get Qualified Scheme.

Payment Terms

Flexi-payment terms available.

Accredited by



What does the course cover?

- Real Estate in Malta (1 ECTS)
- Fundamentals of Real Estate Laws (3 ECTS)
- Basic Real Estate Economics (1 ECTS)
- Fundamentals of Financial Management for Real Estate (1 ECTS)
- Real Estate Analysis & Interpretation (1 ECTS)
- Property Value & Valuation (1 ECTS)
- Anti-Money Laundering and Data Protection in Real Estate (2 ECTS)
- Business Practice in Real Estate (1 ECTS)
- Interpersonal Skills (1 ECTS)

All modules are mandatory to qualify for this complete 12 ECTS Level 4 Award.

What are the entry requirements?

As part of the enrolment process, all applicants will be assessed via Avanza's interview board. All entries will be assessed on an individual basis. Learners are required to be 16+ years of age, possess either;

Secondary Education Certificate, 3 O-levels in Maths, English and Maltese; or in the case that individuals are not in possession of the aforementioned requirements, importance and relevance is being given to experience as working in the real estate market.

What are the assessment methods?

Each module will be assessed through the use of an individual formal assessment, including written assignments and/or short-examination.

Awards in Business

As part of the Business division, Avanza Academy offers a range of accredited short-courses. Awards that are both attractive to those who may have an interest in the corporate industry, and/ or for those who may be already employed within the field and are interested in furthering their professional development.

Business and Management

Award in: The Reflective Matrix Learn, Teach and Lead Smarter 3 ECTS

Change Management 12 ECTS

Corporate Social Responsibility 12 ECTS

Customer Relations Management 12 ECTS

Fundamentals of Accounting 12 ECTS

Human Resources Management 12 ECTS

Managing a Project 12 ECTS

Managing Communications 12 ECTS

Marketing in Organisations 12 ECTS

Principles of Management and Leadership 12 ECTS

Working in a Team 12 ECTS

Accredited by



Business Management and Communication

Award in Business Management and Communication 60 ECTS

Hospitality Management

Change Management in Hospitality 12 ECTS

Events Management 12 ECTS

Finance Management in Hospitality 12 ECTS

Hotel Operations Management 12 ECTS

Human Resources Management in Hospitality 12 ECTS

Information Technology in Hospitality 12 ECTS

Managing Hospitality Organisations 12 ECTS

Principles in Marketing 12 ECTS

Principles of Hospitality Management 12 ECTS

Sustainability Hospitality 12 ECTS

Continuous Professional Development & Bespoke Training

Avanza Academy defines Continuous Professional Development (CPD) as the ongoing learning and development of professional knowledge, skills and competencies within any given industry. Recognising that CPD provides professionals with the opportunity to become consciously aware of their professional competence through adopting a holistic and proactive approach to professionalism.

Our Professional Skills division provides a diverse range of short courses, e-learning programmes, seminars, workshops and conferences across all facets of professionalism;

Furthermore, Avanza Academy designs and develops bespoke training courses and team-building seminars across all corporate industries. Specifically aiding in tackling individualised areas of organisational development.

- Business & Conversation English
- Digital & Information Literacies
- Work Ethic & Integrity
- Professional & Personal Development Strategies
- Visioning Professional Success
- Performance Improvement & Goal Orientation
- Balancing Success & Failure
- Professional Mindfulness & Reflective Practice
- Positive Health Mindset
- Interpersonal & Professional Communication
- Emotional Intelligence
- Stress Management
- Professional Relations & Networking
- Organisation Management & Leadership
- Information Technology
- Career Management Skills

**EDUCATION
SPORTS
BUSINESS**

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