

# Executive Development Program

Taxation, Conventions, International  
Taxation of Individuals





## Executive Development Program Taxation, Conventions, International Taxation of Individuals

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: professionals in the financial area or other specializations with interests in the field of international taxation

Website: [www.techtute.com/in/school-of-business/executive-development-program/taxation-conventions-international-taxation-individuals](http://www.techtute.com/in/school-of-business/executive-development-program/taxation-conventions-international-taxation-individuals)

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# 01 Welcome

Double taxation conventions play a very important role in international economic relations between different economic agents, both corporations and individuals. Therefore, the understanding and knowledge of its operation and interpretation are key in international taxation matters to optimize the tax impact of operations. This program will fully introduce you to this subject and to mastering the issues of international and personal taxation.



Executive Development Program in Taxation, Conventions, International Taxation of  
Individuals  
TECH Technological University



“

*A Executive Development Program that will allow you to avoid double taxation and move with solvency in the area of international taxation and relation to individuals”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Technological University



### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**+100000**

executives prepared each year

**+200**

different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**+500**

collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Analysis

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TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



### Economy of Scale

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TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

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In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

**01**

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

*We give you the opportunity to study with a team of world-renowned teachers.*

# 04

# Objectives

This program is designed to strengthen your skills in the Tax Field, as well as to develop new competencies and skills that will be essential in your professional development. After the program, the professional will be able to make global decisions with an innovative perspective and an international vision.



“

*Add to your knowledge the mastery of the new international paradigms in international taxation”*

**TECH makes the goals of their students their own goals too  
Working together to achieve them**

The **Executive Development Program in Taxation, Conventions, International Taxation of Individuals** Will enable students to:

01

Acquire a complete International Tax vision in both direct and indirect taxation

02

Know the impact that different international organizations, such as the OECD, have on the subject, and the pressure on countries to adapt to the measures put forward by these organizations

03

Understand the importance of existing International Tax strategies in order to apply them in daily practice

04

Provide the basic knowledge that serves as a basis and foundation to understanding international taxation and to developing as a specialized professional





05

Know and understand the process of Fiscal integration in the European Union through the study of the basic pillars and objectives that govern European Fiscal Policy

06

Identify opportunities for international tax strategies in multinational groups

07

Understand the arm's length principle, the international issues arising from related-party transactions and the alliance between administrations

08

Know the local transfer pricing requirements and the methods of application to the different related party transactions as a consequence of the BEPs Plan



05

# Structure and Content

A tailor-made program delivered in a 100% online format, so you can choose the time and place that suits your availability, schedule and interests.

A program that takes place over 6 months and is intended to be a unique and stimulating experience that lays the foundation for your professional success.



“

*A comprehensive study of the changes in the international scenario, generated by the BEPS project”*

## Syllabus

This complete specialization offered by TECH Technological University is an intense program that prepares you to face challenges and business decisions globally.

The content is designed to promote the development of competencies that allow for more rigorous decision-making in uncertain environments.

Over the course of 600 hours, the student analyzes a plethora of practical cases through individual and team work. It is, therefore, a genuine immersion in real scenarios that will help you to deal with complex situations in your daily practice.

A plan designed for the professional focused on their professional improvement and that prepares them to achieve professional excellence. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the competencies to solve critical situations in a creative and efficient way.

This Postgraduate program is developed over 6 months and has 4 modules:

### Module 1

Basic Principles of International Taxation and IRNR (Non-Resident Income Tax)

### Module 2

European Taxation

### Module 3

Double Taxation Treaties

### Module 4

Expatriates and Individual Planning



### Where, When and How is it Taught?

TECH offers the possibility of developing this Executive Development Program in Taxation, Conventions, International Taxation of Individuals completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.*

**Module 1. Basic Principles of International Taxation and IRNR (Non-Resident Income Tax)**

**1.1. Basic Principles of International Taxation**

- 1.1.1. Introduction to International Taxation
- 1.1.2. Residence Principle vs. Source
- 1.1.3. International Double Taxation, Concepts, Types and Solutions

**1.2. Description of Methods to Avoid Double Taxation**

- 1.2.1. Introduction
- 1.2.2. Exemption Method
- 1.2.3. Imputation Method
- 1.2.4. Methods to Avoid Double Taxation under Spanish Law

**1.3. Nature, Purpose and Scope of IRNR Application. Personal Elements of IRNR**

- 1.3.1. Introduction. Nature, Purpose and Scope of the Non-Resident Income Tax Application
- 1.3.2. IRNR Taxpayers and Persons Liable for IRNR
- 1.3.3. Residence
- 1.3.4. Representatives

**1.4. General IRNR Rules**

- 1.4.1. Tax Liability Taxable Transaction
- 1.4.2. Income Earned on Spanish Territory. Article 13 LIRNR
- 1.4.3. Exempt income. Article 14 LIRNR

**1.5. Non-resident Taxation Without PE**

- 1.5.1. Taxable Income Composition and Specific Rules
- 1.5.2. Tax Rate Applicable Tax Rates
- 1.5.3. Tax Accrual and Declaration
- 1.5.4. Calculation of Tax Debt
- 1.5.5. PE Diversity Tax Period and Accrual

**1.6. Taxation of non-residents with PE**

- 1.6.1. Income attributable to the PE and determination of the Tax Base
- 1.6.2. Calculation of Tax Debt
- 1.6.3. PE Diversity Tax Period and Accrual

**1.7. Real Estate Taxation**

- 1.7.1. Concept of Real Estate in the Spanish legislation and in the DTAs
- 1.7.2. Taxation of capital gains obtained in the sale of Real Estate. Activos Mobiliarios vs. Real Estate Assets
- 1.7.3. Taxation of Real Estate Income
- 1.7.4. Special Tax on Real Estate Assets of Non-resident Entities

**1.8. Entities under Income Attribution Regime of income**

- 1.8.1. Introduction to ERARs
- 1.8.2. Entities under Income Attribution Regime of income incorporated in Spain, Taxation of Non-resident Members
- 1.8.3. ERARs Incorporated Abroad

**1.9. Non-European Union Resident vs. RoW**

- 1.9.1. Dividends, Interest, Royalties, Capital Gains
- 1.9.2. Taxable Income Rules Applicable to EU Residents
- 1.9.3. Applicable Tax Rate

**1.10. Formal Obligations**

- 1.10.1. Account Withholdings and Payments
- 1.10.2. Non-residents with and without PE and with PE
- 1.10.3. Certificates of residence
- 1.10.4. Other obligations of non-residents. Obtaining TIN, inclusion in the AEA

**Module 2. European Taxation****2.1. General Aspects of European Tax Law**

- 2.1.1. Introduction
- 2.1.2. Taxation in the Treaties of the European Union: Legal Basis for Tax Harmonization
- 2.1.3. General concepts of European law and taxation
- 2.1.4. European Tax Policy

**2.2. The Parent-Subsidiary Directive**

- 2.2.1. Introduction
- 2.2.2. Main Features
- 2.2.3. Contents
- 2.2.4. Application Requirements
- 2.2.5. Parent-subsidiary Directive and Tax Evasion: Abuse of European Law and Anti-abuse Clauses
- 2.2.6. Transposition in Spain

**2.3. The Interest and Royalties Directive**

- 2.3.1. Introduction
- 2.3.2. Main Features
- 2.3.3. Application Requirements
- 2.3.4. The interest and *Royalties* directive and tax evasion: abuse of European law and anti-abuse clauses
- 2.3.5. Transposition in Spain

**2.4. The Directive on Corporate Restructuring**

- 2.4.1. Introduction
- 2.4.2. Main Features
- 2.4.3. Restructuring Cases Covered by the Directive
- 2.4.4. Fiscal Regimen
- 2.4.5. Anti-abuse Provisions

**2.5. Anti-circumvention Directives I (ATAD I)**

- 2.5.1. Introduction
- 2.5.2. Main Features
- 2.5.3. Areas
- 2.5.4. Anti-circumvention clauses in the directive
- 2.5.5. Transposition in Spain

**2.6. Anti-circumvention Directives II (ATAD II)**

- 2.6.1. Introduction
- 2.6.2. Main Features
- 2.6.3. Areas
- 2.6.4. Anti-circumvention clauses in the directive
- 2.6.5. Transposition in Spain

**2.7. State Aid and Taxation**

- 2.7.1. Introduction
- 2.7.2. General Aspects
- 2.7.3. Concurrence Requirements
- 2.7.4. Nature of State Aid

**2.8. Administrative Cooperation**

- 2.8.1. Introduction
- 2.8.2. General Aspects
- 2.8.3. The Directive on Administrative Cooperation

**2.9. The Intermediaries Directive (DAC 6)**

- 2.9.1. Introduction
- 2.9.2. General Aspects
- 2.9.3. Areas
- 2.9.4. Contents and Definitions
- 2.9.5. Transitional Period
- 2.9.6. Transposition of the Directive in Spain

**2.10. The role of the Court of Justice of the European Union**

- 2.10.1. Introduction
- 2.10.2. Preliminary Ruling
- 2.10.3. Main CJEU Rulings

**Module 3. Double Taxation Treaties**

**3.1. Different Models of Double Taxation Avoidance Treaties and Exchange of Information Agreements**

- 3.1.1. Introduction to CDIs (Double Taxation Treaties). Evolution of CDIs Over Time
- 3.1.2. Different CDI Models. OECD vs. UN vs. U. S
- 3.1.3. Information Exchange Agreements

**3.2. Basic Concepts of Commentaries to the OECD Model**

- 3.2.1. Introduction to Commentaries to the OECD Model
- 3.2.2. The Role of Commentaries to the OECD Model
- 3.2.3. Reservations on Commentaries to the OECD Model

**3.3. Articles 1 to 4 - OECD Model Tax Convention**

- 3.3.1. Persons and Taxes Covered
- 3.3.2. General Definitions
- 3.3.3. Residence

**3.4. Article 5: Permanent Establishments. Model OECD agreement**

- 3.4.1. Concept of PE
- 3.4.2. Fixed Place of Business
- 3.4.3. Dependent Agent vs. Independent Agent
- 3.4.4. Impact of BEPS on Article 5

**3.5. Article 7: business benefits. Model OECD agreement**

- 3.5.1. Concept of Corporate Profit
- 3.5.2. Obtaining Business Profits by a Permanent Establishment
- 3.5.3. Taxation of Permanent Establishment Income
- 3.5.4. Deductibility of Expenses for a Permanent Establishment

**3.6. Article 10 and 11 - Dividends and Interest. Model OECD agreement**

- 3.6.1. Concept of Dividends
- 3.6.2. Taxation of Dividends
- 3.6.3. Concept of Interest
- 3.6.4. Taxation of Interest

**3.7. Article 12: royalties. Model OECD agreement**

- 3.7.1. Concept of Royalties
- 3.7.2. Treatment of Technical Assistance and Other Related Services
- 3.7.3. Taxation of Royalties

**3.8. Article 13: Capital Gains Model OECD agreement**

- 3.8.1. Concept of Capital Gains
- 3.8.2. Taxation of Capital Gains
- 3.8.3. Corporate Reorganization Clauses

**3.9. Exemption and Taxation Methods in the OECD Model Convention**

- 3.9.1. Exemption Method
- 3.9.2. Imputation Method
- 3.9.3. Tax Sparing Clause

**3.10. Benefit Limitation Clauses and Other Clauses in the OECD Model Convention**

- 3.10.1. Introduction to Benefit Limitation Clauses
- 3.10.2. LOB Clause - ML Proposal
- 3.10.3. Principle Purpose Test
- 3.10.4. Most Favored Nation Clause



**Module 4. Expatriates and Individual Planning****4.1. Principles of Fiscal Residency Domestic Law and CDI**

- 4.1.1. Determination of Tax Residency
- 4.1.2. Residency in CDI. Art 4 CDI
- 4.1.3. Residency Conflicts
- 4.1.4. Accreditation of Tax Residency Accreditation of Tax Residency

**4.2. Resident Taxation. Main Tax Obligations**

- 4.2.1. General Considerations
- 4.2.2. Tax Implications. Definition of Yields
- 4.2.3. Employer Tax Obligations
- 4.2.4. CDI Arts. 14 and 15

**4.3. Non-resident Taxation. Main Tax Obligations**

- 4.3.1. General Considerations
- 4.3.2. Tax Implications. Definition of Yields
- 4.3.3. Employer Tax Obligations

**4.4. Main Taxation Regimes in Spain and Others**

- 4.4.1. General Considerations
- 4.4.2. Main Special Taxation Regimes: Spain, Europe (Italy, France, The Netherlands), Latin America
- 4.4.3. Accreditation of Tax Residency Issues

**4.5. Practical Aspects of International Mobility**

- 4.5.1. Concept of Expatriates
- 4.5.2. Typology of Expatriations
- 4.5.3. Common Practical Problems and Solutions in Expatriate Management

**4.6. Expatriate Compensation Package. Main Supplements and Benefits**

- 4.6.1. Economic Conditions
- 4.6.2. Supplements and Benefits
- 4.6.3. Practical Aspects of International Mobility Compensation Management

**4.7. International Expatriation Policies. Practical Aspects**

- 4.7.1. Objective of an Expatriation Policy
- 4.7.2. Compensation and Benefits
- 4.7.3. Assignment Process

**4.8. Remuneration Policies**

- 4.8.1. Fiscal Equalization
- 4.8.2. Tax Protection
- 4.8.3. Laissez-Faire

**4.9. General Considerations USA, Mexico, Brazil, China, Spain**

- 4.9.1. US Taxation
- 4.9.2. Taxation in Mexico
- 4.9.3. Taxation in Brazil
- 4.9.4. Taxation in China
- 4.9.5. Taxation in Spain

**4.10. Other Related Issues: , Labor Immigration and Social Security**

- 4.10.1. Migratory Aspects
- 4.10.2. Labor Aspects
- 4.10.3. Social Security Aspects

# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

### A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.







### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

# Our Students' Profiles

This program is aimed at people with a university education and at least four years of professional experience who want to transform their careers.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.





“

*Knowledge and mastery of the complex area of international Taxation, Conventions, International Taxation of Individuals, in an intensive course of high teaching quality”*

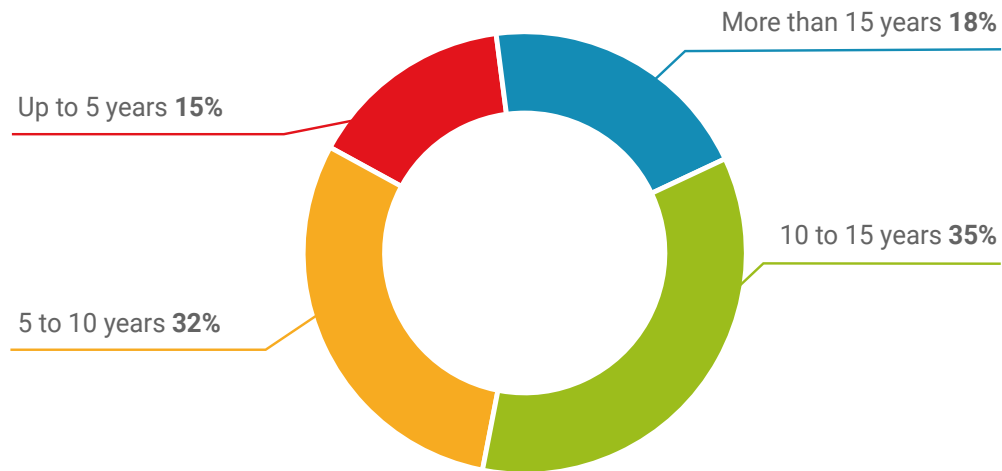
### Average Age

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Between **35** and **45** years old

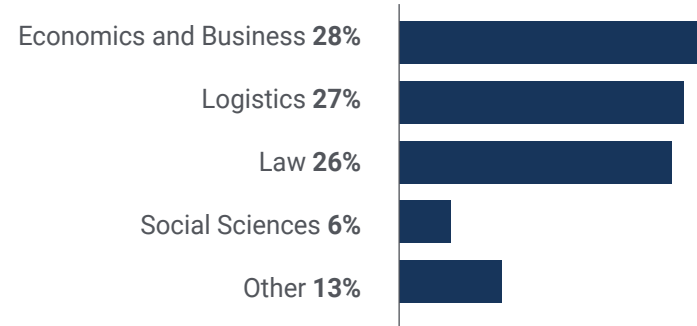
### Years of Experience

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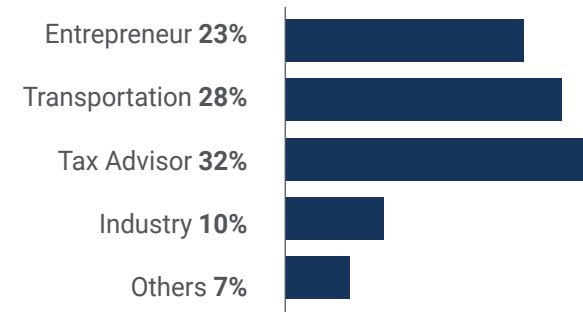
### Training

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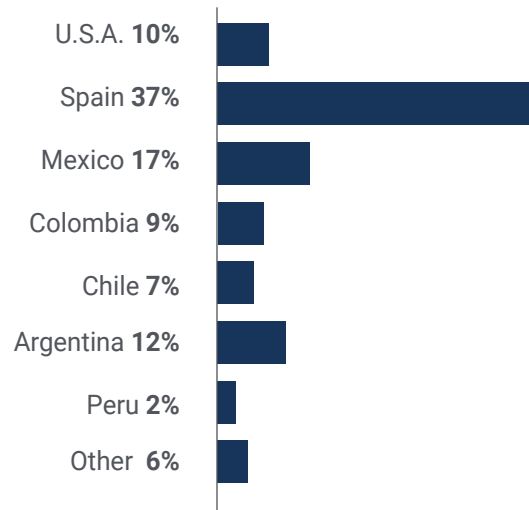
### Educational Profile

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## Geographical Distribution

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## Mónica Pérez

Director of the Tax Department

*"Specializing in Taxation, Taxation, Conventions, International Taxation of Individuals has been a great benefit to my career path. I had been working as a tax advisor in this field for some time, but since I took this program, I got the promotion I had wanted for years. An accomplishment I have achieved thanks to TECH and its high-quality program"*

08

# Course Management

This comprehensive of Management Development includes leading experts in, Taxation, Conventions, International Taxation of Individuals, who bring to this program the experience of their years of work. Furthermore, other renowned specialists in related disciplines participate in designing and preparing the course, making it a unique and highly nourishing academic experience for students.



“

*Our expert team will help you to Update the most relevant knowledge in this field so that you can develop with total fluency in your daily practice"*

## Management



### Mr. López Gómez, Alberto

- ♦ Lawyer and tax advisor
- ♦ Consulting partner and tax lawyer. EJASO ETL GLOBAL law firm. La Coruña
- ♦ Managing Partner, A&J Internacional, A Coruña, Madrid and Lisbon
- ♦ Chairman of the Audit Committee and Director of Greenalia. La Coruña
- ♦ Hijos de Rivera, S.L Corporation. Holding Grupo Estrella Galicia. La Coruña
- ♦ Author of publications in national journals and collective works
- ♦ Associate Professor in Tax Law. UdC
- ♦ Director Tax LLM. School of Finance
- ♦ Degree in Law. La Coruña University
- ♦ Master's Degree in Tax Advisory Services from IE. Cum laude
- ♦ Diploma in BA UdC
- ♦ International Taxation Formation IBFD. Amsterdam
- ♦ Distinguished as Lawyer of the Year by Best Lawyers 2022
- ♦ Member of: Madrid Bar Association, International Fiscal Association (IFA), Fundación Jorge Jove





## Professors

### Ms. Valente, Maryline

- ◆ Specialist Lawyer in Tax Management
- ◆ Lawyer specializing in Tax Law at MGRA Lawyers.
- ◆ Degree in Law from the University of Lisbon
- ◆ Postgraduate Degree in Fiscal Management at Lisbon School of Economics & Management
- ◆ Postgraduate Course in International Taxation Improvement by the University of Santiago de Compostela

“ *TECH has carefully selected the faculty for this program so that you can learn from today's top specialists”*

09

# Impact on Your Career

TECH is aware that taking a program of these characteristics is a great economic, professional and, of course, personal investment.

The ultimate goal of this great effort should be to achieve professional growth.





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*Our challenge is to generate a positive change in your professional career. We are fully committed to helping you achieve it"*

## Are you ready to take the leap? Excellent professional development awaits you.

The Executive Development Program in Taxation, Conventions, International Taxation of Individuals of TECH Technological University is an intensive program that prepares you to face challenges and business decisions globally. Its main objective is to promote your personal and professional growth in order to help you achieve success.

If you want to improve yourself, make a positive change professionally and network with the best, this is the place for you.

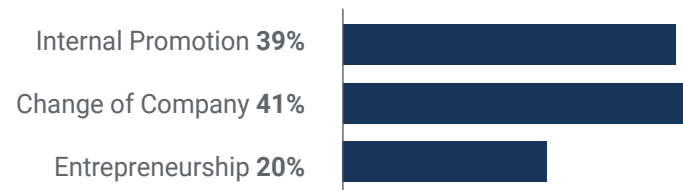
*If you have been looking for a promotion for some time, the completion of this program will help you achieve it by improving your skills.*

*Experience shows that by upgrading your training you are more likely to improve your hiring process.*

### Time of Change



### Type of change



## Salary increase

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This program represents a salary increase of more than **25.22%** for our students



10

# Benefits for Your Company

The Executive Development Program in Taxation, Conventions, International Taxation of Individuals, helps carry the organization's talent to its maximum potential through the specialization of high-level leaders. Therefore, participating in this academic program will not only improve you on a personal level, but, above all, on a professional level, enhancing your education and improving your managerial skills. In addition, joining the TECH educational community is a unique opportunity to access a powerful network of contacts in which to find future professional partners, customers or suppliers.





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*Bring a new vision to your company, achieving great benefits that impact the entire organization"*

Developing and retaining talent in companies is the best long-term investment.

01

### **Growth of talent and intellectual capital**

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

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02

### **Retaining high-potential executives to avoid talent drain**

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

### **Building agents of change**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

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04

### **Increased international expansion possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.





05

### **Project Development**

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

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06

### **Increased competitiveness**

This program will equip students with the skills to take on new challenges and drive the organization forward.

# 11

# Certificate

The Executive Development Program in Taxation, Conventions, International Taxation of Individuals guarantees students, in addition to the most rigorous and up-to-date education, access to an Executive Development Program diploma issued by TECH Technological University.



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*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*

This **Executive Development Program in Taxation, Conventions, International Taxation of Individuals** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Executive Development Program** issued by **TECH Technological University** via tracked delivery\*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Executive Development Program, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Executive Development Program in Taxation, Conventions, International Taxation of Individuals**

Official N° of Hours: **600 h.**



\*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



## Executive Development Program Taxation, Conventions, International Taxation of Individuals

- » Modality: **online**
- » Duration: **6 months**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

# Executive Development Program

Taxation, Conventions, International  
Taxation of Individuals

