



# Tourism Management

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates and professionals with demonstrable experience in fields such as sales, marketing, and other similar areas

Website: www.techtitute.com/pk/school-of-business/postgraduate-diploma/postgraduate-diploma-tourism-management

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# 01 Welcome

Tourism is an ever-expanding field of business. With new emerging markets and a growing interest from travelers to diversify experiences, a more innovative and robust vision of what Tourism Management should look like is essential. Thus, TECH has developed this qualification with which all those interested in management positions related to the tourism sector can take the definitive leap towards a professional improvement. Driven by their new knowledge and a resurgence in the sector, graduates will greatly increase their capabilities and possibilities to successfully manage complex tourism projects.









## tech 08 | Why Study at TECH?

#### At TECH Technological University



#### **Innovation**

The university offers an online learning model that combines 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.

100,000+

200+

executives trained each year

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.



#### Learn with the best

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 studies in the academic community"

### Why Study at TECH? | 09 tech

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



#### **Analysis**

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



#### **Academic Excellence**

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



#### **Economy of Scale**

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.





## tech 12 | Why Our Program?

This program will provide students with a multitude of professional and personal advantages, particularly the following:



#### A significant career boost

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 participants achieve positive career development in less than 2 years.



## Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



#### 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.



#### 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.



#### 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.



#### Thoroughly develop business projects

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

20% of our students develop their own business idea.



#### 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.



#### Be part of an exclusive community

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

We give you the opportunity to train with a team of world renowned teachers.





## tech 16 | Objectives

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

The **Postgraduate Diploma in Tourism Management** trains students to:



Provide the student with a practical vision of the different areas of hotel and restaurant management



Apply the current strategic management approach to companies in tourism in order to arrive at the formulation and implementation of the most appropriate strategies for each type of tourist company



Enable the student to elaborate strategies and policies developed from the management function, taking into account the deep knowledge of each of the departments that make up hotel and restaurant management





Learn about hotel and restaurant business management techniques



Acquire the skills and competencies necessary to assume responsibilities, from management positions, related to the management and organization of hotel and catering companies



Know the evolution of tourism in the different scenarios where it is developed and in the current context



Study the structure of the tourism markets and their consequences on the social, economic and environmental dimensions



09

Know the importance of research in tourism



Explore the various tourism sub-sectors and how they operate in tourism destinations worldwide



Know the different types of spaces and tourist destinations, their value and conditioning factors



Understand the conditions that must be imposed for the sustainable development of tourism



Understand the impact of tourist activity



Know how the world tourism structure works at a general level



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Know the types of consumers and types of international destinations



Understand the relationship between tourism and cultural heritage



Develop a critical capacity with respect to the consideration of any element susceptible of being valued as a tourist resource



Understand the processes and procedures necessary to manage the operation of the complementary tourism offer.





Analyze and study the necessary procedures for the creation of tourist packages in the tourist companies of the complementary offer and its commercialization as a strategy for the seasonal loss of tourism.



Understand the elements that are part of the operations and production processes in the tourism sector and the functioning of the production systems in the different tourism companies



Understand the dynamic and evolving nature of tourism and its relationship with the creation of new tourist products according to current demand and new trends.





### tech 22 | Structure and Content

#### **Syllabus**

The content of the Postgraduate Diploma in Tourism Management is prepared by experts in Tourism Management, focusing the didactic material primarily on the professional improvement of students in this sector.

During the 600 hours of this program, the student will be immersed in real Tourism Management situations through specific examples, learning contextually how to solve complex problems.

This Postgraduate Diploma is designed to instruct future tourism managers and directors in all the most relevant issues that they will have to assume in their jobs, helping them to give a distinctive and quality approach to their own professional projects.

A plan designed for professionals, focused on their professional improvement and that prepares them to achieve excellence in the field of Business Management and Administration. 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 Diploma takes place over 6 months and is divided into 4 modules:

Module 1	Hotel Management and Catering
Module 2	Structure of Tourism Markets
Module 3	Planning and Managing Sustainable Tourism Sites
Module 4	Tourism Operations Management



#### Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Diploma in Tourism Management completely online. Over the course of 6 months, 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.

## tech 24 | Structure and Content

Mod	lule 1. Hotel Management and Catering						
<b>1.1.</b> 1.1.1. 1.1.2. 1.1.3.	Ancient History From the Middle Ages to the 19th Century	1.2. 1.2.1. 1.2.2. 1.2.3. 1.2.4.	Tourist Accommodations Concept and Types of Tourist Accommodation Non-Hotel Establishments Hotel Establishments European Hotel Classification System	1.3.2.	Structure of Hotel Companies  Hotel Organization Chart Hotel Typology Hotel Chains Basic Hotel Management Operations Departmental Analysis of the Hotel	1.4.1. 1.4.2. 1.4.3.	Maintenance Departments Reception and Concierge Departments Flooring and Laundry Departments
1.5. 1.5.1 1.5.2 1.5.3 1.5.4	Commercial Department Communication Department Revenue Management	1.6.1. 1.6.2. 1.6.3.		1.7.1. 1.7.2. 1.7.3.	Catering Department in Tourist Lodging Restaurant, Kitchen and Company Store Gastronomy and Oenology Supply and Storage Kitchen Organization and Service Conference Room Organization and Service		9 - 1
1.9. 1.9.1. 1.9.2. 1.9.3. 1.9.4.	and Menu Commercial Concepts of Restaurant Service	1.10.1 1.10.2 1.10.3 1.10.4	Sales and Meeting Planning in the Foodservice Industry Marketing Group Sales Group Service: Catering/Banquets Individual Sales Tendencies				

2.1.	Introduction to Tourism	2.2.	Tourism Over Time	2.3.	Tourism Planning	2.4.	Economics of Tourism
2.1.1. 2.1.2. 2.1.3. 2.1.4. 2.1.5.	Concept, Origin and Evolution of Tourism Definition of Tourism Types of Tourism Tourism Product Life Cycle Sustainable Tourism	2.2.1. 2.2.2.	History of Tourism Up to 20th Century Contemporary Tourism (20th and 21st Century)	2.3.1. 2.3.2. 2.3.3.	Tourism Planning Tools: The Tourism Development Plan (TDP)	2.4.1. 2.4.2. 2.4.3.	
<b>2.5.</b> 2.5.1. 2.5.2.	Tourist Arrivals and Departures International Tourist Arrivals and Departures Tourist Destinations and Issuing Markets	2.6. 2.6.1. 2.6.2. 2.6.3. 2.6.4. 2.6.5. 2.6.6.	Tourism Demand Calculating Tourism Demand Inbound Tourism Outbound Tourism Factors Conditioning Tourist Demand Seasonal Demand Trends in Tourism Demand	2.7.1. 2.7.2. 2.7.3.	The Tourist Offer  Analysis of the Tourist Offer Tourism Resource Supply: Natural and Cultural Tourism Supply Related to Technological Innovations: New Business Models Sustainable Tourism Applied to Tourism Supply	2.8.1. 2.8.2. 2.8.3.	The Company in the Tourism Industry Concept of the Tourist Company Types of Tourist Companies The Tourism Business Environment
2.9.1. 2.9.2. 2.9.3. 2.9.4. 2.9.5.	Introduction to the Main Tourism Sub-Sectors Hotel Sector Catering Sector Travel Agencies and Tour Operators Air Transportation Complementary Services	2.10.1	Complementary Services  . Structure of the World Tourism Market: Globalization  . Structure of the International Tourism Market				

#### Module 3. Planning and Managing Sustainable Tourism Sites

#### 3.1. Tourist System and Tourist Sites

- 3.1.1. Tourist System
- 3.1.2. Tourism Territoriality
- 3.1.3. Most Relevant Tourist Sites

#### 3.2. Tourism Policy and Sustainability

- 3.2.1. Tourism Policy Tools
- 3.2.2. General Tourism Plan and Planning
- 3.2.3. Sustainability in the Tourism Sector

#### 3.3. Strategic Planning in the Tourism Sector

- 3.3.1. Theoretical Analysis on Strategic Planning
- 3.3.2. Developing a Strategic Tourism Plan on Site
- 3.3.3. Outline and Content of a Strategic Plan
- 3.3.4. Developmental Phases

#### 3.4. Diagnosis, Development and Methodology

- 3.4.1. Methodology for the Development of the Diagnosis
- 3.4.2. Tourism Resources and Their Types
- 3.4.3. Information and SWOT Analysis

#### 3.5. Model Definition and Development Strategies

- 3.5.1. Defining Objectives and Development Model 3.5.2. Defining Strategies and Lines of Action

## tech 26 | Structure and Content

#### Module 4. Tourism Operations Management

#### 4.1. The Tourist Company as a System

- 4.1.1. The Internal and External Universe of the company
- 4.1.2. Concept of System and Subsystems
- 4.1.3. Production
- 4.1.4. Different Approaches to the Concept of Production
- 4.1.5. Production Function
- 4.1.6. Company Objectives vs. Production
- 4.1.7. The Production of Service Companies
- 4.1.8. Industry and Services: The Reason for Differentiation
- 4.1.9. Five Characteristics of Production in the Service Company
- 4.1.10. Production in Tourist Companies

## 4.2. Operations and Production Processes in the Tourism Industry

- 4.2.1. Essential Concepts: Operations, Processes, Methods, Procedures, Systems, Modeling and Forecasting
- 4.2.2. Two Essential Variables for Tourism: Space and Time
- 4.2.3. Map of the Four Influencing Factors: Environment, Establishment, Management Model and Human Resources.

#### 4.3. Production Processes in Transportation Companies

- 4.3.1. Transportation and its Positioning in the Tourist Area
- 4.3.2. Types of Transportation Companies:
  Commercial Aviation, Rail, Road and Water
  Transportation
- 4.3.3. The Operations of the Transportation Subsector Analysis of the Main Activities: Characteristics and Peculiarities

#### 4.4. Cruise Operations Management

- 4.4.1. Introduction, Tourism Context Evolution of Cruise Tourism
- 4.4.2. Reasons for Becoming a Tourism Product
- 4.4.3. Water Transportation: Characteristics, Ports and Types of Ports
- 4.4.4. Modalities and Services in Maritime
  Transportation, Main Shipping Companies
- 4.4.5. Regular Shipping. Discretionary or Tourist Transportation
- 4.4.6. Cruise Ship Product Features, Nautical Terms and Types of Ships Features of Cruise Ships
- 4.4.7. Nautical Terms
- 4.4.8. Cruises: Features, Services, Reservations and Rates
- 4.4.9. Main Shipping Lines, Classification Classification of Shipping Lines
- 4.4.10. Cruise Tourism Trends

## 4.5. Operating Procedures for In-Port Cruise Ships

- 4.5.1. Specific Vocabulary
- 4.5.2. Shipping Agents
- 4.5.3. Port Service to Cruise Passengers in Transit
- 4.5.4. Vessel Operating Procedures: Mooring and Unmooring Operations
- 4.5.5. Itinerary Design and Composition Processes
- 4.5.6. Distribution Channels
- 4.5.7. International Maritime Conventions: Regulations

## 4.6. Airports and Airline Operations Management

- 4.6.1. Introduction to Aviation Activities
- 4.6.2. Traditional Airlines and Low-Cost Airlines
- 4.6.3. Air Operations: Loading, Unloading and Passenger Manifests
- 4.6.4. Airports: Classification
- 4.6.5. Navigation Aids: VOR, ILS (Instrumented Landing System), GWPS
- 4.6.6. Features, Aeronautic Terms and Types of Aircrafts
- 4.6.7. ICAO International Civil Aviation Organization
- 4.6.8. Aviation Accidents Investigation Operations:
  Boards of Inquiry

#### 4.7. Complementary Tourism Services

- 4.7.1. Concept and Types of Complementary Tourism Services
- 4.7.2. Sports Service: Ski Resorts, Marinas, and Golf Courses
- 4.7.3. Nature Reserves
- 4.7.4. Theme Parks
- 4.7.5. Companies Specialized in Cultural Services, Conventions and Fairs (MICE)

## 4.8. Production Processes in Leisure Companies

- 4.8.1. Sports Tourism Companies: Ski Resorts, Marinas, Sailing Resorts, and Golf Courses
- 4.8.2. Adventure Tourism Companies
- 4.8.3. Tourism in Protected Natural Spaces
- 4.8.4. Theme Parks
- 4.8.5. Cultural Offer

#### 4.9. Operations Management in Sports Resorts

- 4.9.1. The Sports Industry as a Tourist Attraction
- 4.9.2. Sports Resorts Categories
- 4.9.3. Sport Resort Organization: Departments
- 4.9.4. Managing a Golf Course: Tactical and Operational Decisions
- 4.9.5. The Importance of Talent Management
- 4.9.6. Golf Department Operations and Processes
- 4.9.7. Soccer Department Operations and Processes
- 4.9.8. Other Sports Department Operations and Processes
- 4.9.9. Maintaining Sports Facilities
- 4.9.10. Intelligent and Sustainable Water Management at Sports Facilities

#### 4.10. Sports Resort Marketing

- 4.10.1. Marketing Focused on Top-Level Sports Teams. Clubs and Franchises
- 4.10.2. International Fairs and Events
- 4.10.3. Social Media. Original Content Production for Sports Events
- 4.10.4. Sports Resorts Innovation
- 4.10.5. Commercial Department Operations in Sports Resorts
- 4.10.6. Golf Course Marketing: Organizing Tournaments
- 4.10.7. Soccer Team Marketing: Lodging, Stadiums and Food
- 4.10.8. Other Sports Marketing



The educational experience that will give the definitive hoost your career give the definitive boost your career needs towards management and administration of tourism projects of great relevance"



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.







## 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.





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.



### Methodology | 33 tech

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.



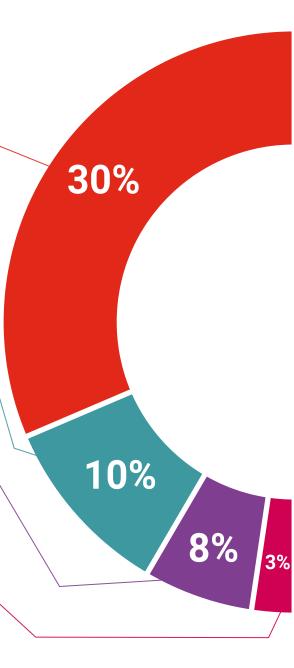
#### **Management Skills Exercises**

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.





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.

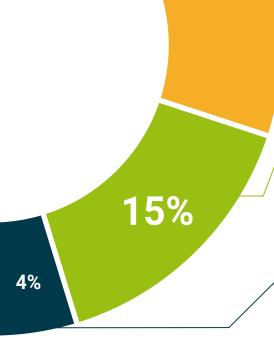


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **Testing & Retesting**

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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.

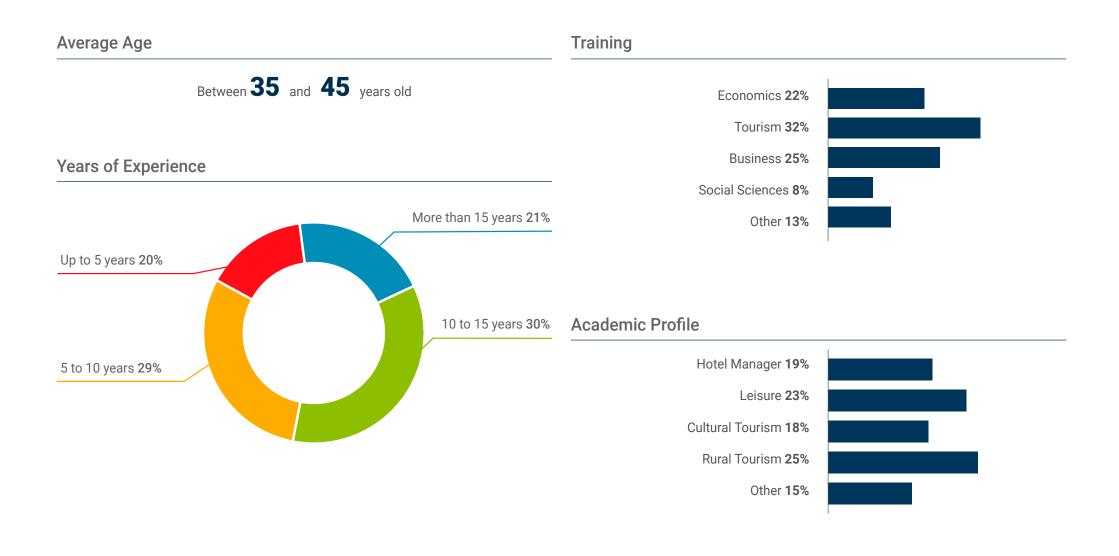


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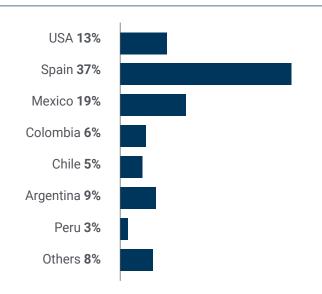


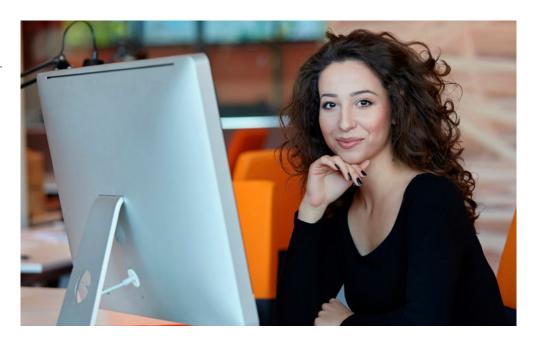


## tech 38 | Our Students' Profiles



#### **Geographical Distribution**





## Silvia Rodríguez

#### Tourism company manager

"Thanks to this Postgraduate Diploma, I was able to give my curriculum the extra quality needed to qualify for positions of greater responsibility in the tourism industry. Once I found myself at the front, I could see how everything I had learned was of relevance, demonstrating my own solvency and professional capabilities"





## tech 42 | Impact on Your Career

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

The TECH Postgraduate Diploma in Tourism Management is an intensive program that prepares students for the different challenges they will face when managing a tourism project, whether in the hotel, restaurant or large operations field.

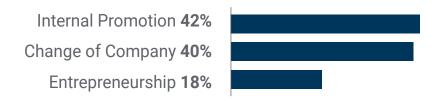
Take a professional leap after completing this program on Tourism Management.

Learn about the main challenges of tourism planning and work to lead your company to success.

#### When the change occurs



#### Type of change



## Salary increase

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

\$57,900

A salary increase of

25.22%

\$72,500





## tech 46 | Benefits for Your Company

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



#### **Intellectual Capital and Talent Growth**

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



## Retaining high-potential executives to avoid talent drain

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



### **Building agents of change**

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



### Increased international expansion possibilities

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







## **Project Development**

The manager can work on a real project or develop new projects.



#### **Increased competitiveness**

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





## tech 50 | Certificate

This **Postgraduate Diploma in Tourism Management** contains the most complete and up-to-date program on the market.

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

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

Title: Postgraduate Diploma in Tourism Management

Official No of Hours: 600 h.



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



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