

AGENT MANUAL

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1. INTRODUCTION

Thank you for being a Babylon Idiomas partner. We hope the information in this document helps you to better represent our company to your clients and increase your sales.

We'd be grateful if you could let us know about any errors or omissions you find: partner@babylon-idiomas.com

OUR COMPANY

Babylon Idiomas consists of four **proprietary** schools (Barcelona, Madrid, Seville and Valencia) and five associated Spanish language schools (chains) in Málaga, Salamanca, Buenos Aires, Costa Rica and Cuba. Towards our agency partners we only represent our proprietary schools and our schools in Málaga and Buenos Aires.

OUR MISSION, BELIEFS AND VALUES

The **Mission** of Babylon Idiomas is to provide:

- The best Spanish language education for its clients,
- The best work environment for its staff and
- The best business practice for its partners.

Our **Values**:

- I We believe that learning a new language is one of the best investments someone can make in his or her life.
- II We believe that our staff is our most important asset
- III We believe that our clients are entitled to:
 - Highly skilled, motivated and inspiring teachers
 - A stimulating school environment where they are treated as individuals
 - Friendly, problem-solving and professional staff
- IV We believe in honesty and fairness
- V We challenge ourselves constantly to improve our standards
- VI We treat our clients, staff and business partners with respect and courtesy
- VII We don't dwell on problems, we solve them

OUR STAFF

Babylon Idiomas currently employs around 80 staff in its schools in Spain. The strength of our school is to be found at the basis of our company: our **teachers**. All of them are native Spanish speakers, have studied Spanish philology and are trained to teach Spanish as a foreign language.

All our teachers work on a contract basis, contribute to the enhancement of our academic program and receive regular additional training. Teachers are hired by the local **head of studies** ("jefe de estudios") who is responsible for training and monitoring the quality of the teaching. Additional feedback is obtained from our exit survey that we ask students to fill out on their last day at school. Our **academic director** is responsible for the overall quality of our language program and the development of our teachers.

Each school has a **school manager** who is responsible for client welcome, accommodation, providing local information and organising the social events outside of the classroom. All schools also employ a **school manager assistant** to ensure we have all day coverage.

Our staff is complemented by **sales & marketing managers** who are responsible for customer relation management, agency relations, product development and advertising.

The main task of the **managing director** of Babylon Idiomias – Steven Muller – is to ensure that everyone can do their work efficiently, everyone grows in skills and experience and that our beliefs and values are upheld.

2. OUR LANGUAGE PROGRAM

2.1 Structure, Materials and Levels

Our Spanish language courses are primarily aimed towards developing our students' **Spanish conversational skills**.

This notwithstanding, students also participate in writing exercises and reading comprehension in order to build **all-round Spanish language skills**. The emphasis however is on conversational skills.

Class structure

To stimulate the development of conversational skills:

- We only speak Spanish in class, even in beginners classes,
- We actively encourage dialogue and interaction between students and between students and the teacher,
- We work with teaching materials that are geared towards stimulating class discussion.

Each class has no more than 10 students. Babylon Idiomias strongly believes that quality language education is only possible in small groups, to ensure that each student has enough time to express him or herself and receive the teacher's attention.

The 4 lessons per day for the Intensive course are split into 2 blocks of 2 lessons. Each block of 2 lessons is taught by a different teacher. This helps the students getting used to different voices and characters as well as keeping the teaching fresh. Each block lasts for 1 hour and 45 minutes and there is a 30-minute break between the two blocks.

Homework is on a voluntary basis only and normally does not take more than 30 minutes to complete. Homework is either discussed in class or corrected by the teacher after it has been handed in.

Teaching material

Our schools in Spain use the Etapas and Prisma series of books (publisher: Edinumen) to structure the Intensive and Super-Intensive courses. Both books are set up according to the **Common European Framework** (Etapas for A1, A2 and B1 levels, Prisma for B2, C1 and C2 levels) organised in grammatical subjects that allow us to track student progress and enhance compatibility with courses taken elsewhere before or after visiting our schools.

The Etapas and Prisma series are complemented by newspaper articles and proprietary exercises prepared by our academic staff. Further, the books are supported by audio CDs for listening comprehension exercises.

Babylon Idiomias shares its academic curriculum amongst its proprietary schools and oversees the quality of the material at its network schools.

The principal teaching books are further supplemented by: didactic material that has been developed in-house, selected materials from other teaching books, TV video footage, movies and music.

Common European Framework

The [Common European Framework](#) for languages breaks down linguistic skills in six levels:

Proficient user	C2	Can understand with ease virtually everything heard or read. Can summarise information from different spoken and written sources, reconstructing arguments and accounts in a coherent presentation. Can express him/herself spontaneously, very fluently and precisely, differentiating finer shades of meaning even in more complex situations.
	C1	Can understand a wide range of demanding, longer texts, and recognise implicit meaning. Can express him/herself fluently and spontaneously without much obvious searching for expressions. Can use language flexibly and effectively for social, academic and professional purposes. Can produce clear, well-structured, detailed text on complex subjects, showing controlled use of organisational patterns, connectors and cohesive devices.
Independent user	B2	Can understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialisation. Can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party. Can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and Independent disadvantages of various options.
	B1	Can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. Can deal with most situations likely to arise whilst travelling in an area where the language is spoken. Can produce simple connected text on topics which are familiar or of personal interest. Can describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans.
Basic user	A2	Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment). Can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. Can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
	A1	Can understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type. Can introduce him/herself and others and can ask and answer questions about personal details such as where he/she lives, people he/she knows and things he/she has. Can interact in a simple way provided the other person talks slowly and clearly and is prepared to help.

Levels

The levels that Babylon Idiomias recognises are slightly more refined than the Common European Framework.

The A1, A2 and B1 categories are split into two which allows us to more finely segment the different levels of our students and hence provide a better educational experience:

Level	C.E.F.	Description	Broad Level
8	C1 / C2	Proficiency	Proficiency
7	B2	Advanced	Advanced
6	B1 - II	High Intermediate	Intermediate
5	B1 - I	Low Intermediate	
4	A2 - II	High Basic	Beginner
3	A2 - I	Basic	
2	A1 - II	Advanced beginner	
1	A1 - I	Absolute beginner	

Historically, over 50% of Spanish students fall within the Beginner band (A1 / A2). A further 35% falls in the Intermediate band (B1) and another 10% falls in the Advanced band (B2). The remaining 5% falls in the Proficiency level.

Tests and diplomas

For non-beginners, entry levels are determined by an online intake test (<http://www.babylon-idiomias.com/test-de-nivel/test-de-nivel.html>) and a personal interview of 5 to 10 minutes by one of our teachers on the morning of the first day at school at 08:15. This allows us to assign an appropriate start level for each student.

We further administer tests upon completion of each level and at the end of the course. Students receive a diploma indicating the **level**, **number of hours participated** and **grade obtained**. The qualifications are: "Aprobado" (Passed), "Bien" (Good) "Notable" (Very good) and "Sobresaliente" (Excellent). Student who do not take the test or do not pass the test receive a certificate of attendance.

2.2 Time table

There are four lesson blocks from Monday till Friday. One lesson = 52.5 minutes. Please note that students CANNOT select blocks.

Block	Number of Lessons	Time
I	4	from 09:00 - 13:00 [30 minutes break from 10:45 to 11:15]
II	1	from 13:10 - 14:00
III	1	from 14:05 - 14:55
IV	4	from 15:00 - 19:00 [30 minutes break from 16:45 to 17:15]
Intensive Course 20 Intensive Course 20+5 Super-Intensive Course 30 Inmersión Español Exprés DELE preparation Individual classes		Either Block I or Block IV Block I + II or Block II + IV Block I + II + III or Block II + III + IV Block I + II or Block II + IV + individual classes scheduled with student Coordinated with student Block IV Flexible

2.3 Program offer

2.3.1 Intensive 20+5 / Intensive 20

At the heart of our academic program stands the **Intensive Spanish course** that offers 20 lessons per week of Spanish classes. The course is setup in such a way that there are always 8 different levels active which allows a new student to join the appropriate level every Monday.

Intensive Course	Course design	Course objectives
Beginner [levels: A1-A2]		
<ul style="list-style-type: none">4 lessons per day, 20 hours per weekMaximum group: 10See Start dates for program for absolute beginners [level A1]	<ul style="list-style-type: none">Grammar instructions and exercises applying newly acquired skills2 blocks of 2 lessons taught by different teacher	<ul style="list-style-type: none">To give the student their first language tools and make them feel comfortable in a Spanish speaking environmentTo be able to read basic textsTo be able to converse with native speakers about daily subjects
Intermediate [levels: B1-B2]		
<ul style="list-style-type: none">4 lessons per day, 20 hours per weekMaximum group: 10Start every Monday	<ul style="list-style-type: none">Grammar instructions and exercises applying newly acquired skills2 blocks of 2 lessons taught by different teacher	<ul style="list-style-type: none">To increase the confidence level in speaking and reading, growing more active in their language participationTo be able to read easy newspaper articles and discuss its contentTo be able to write short and simple textsTo be able to converse with native speakers about a wide range of subjects
Advanced [levels: C1]		
<ul style="list-style-type: none">4 lessons per day, 20 hours per weekMaximum group: 10Start every Monday	<ul style="list-style-type: none">Grammar instructions and exercises applying newly acquired skills2 blocks of 2 lessons taught by different teacher	<ul style="list-style-type: none">To be able to speak with confidence without making too many basic language mistakesTo be able to read short newspaper articles and discuss its contentTo write basic letters and textsTo be able to be actively participate in discussions with native speakers
Proficiency [level: C2]		
<ul style="list-style-type: none">4 lessons per day, 20 hours per weekMaximum group: 10Start every Monday	<ul style="list-style-type: none">Grammar instructions and exercises applying newly acquired skills2 blocks of 2 lessons taught by different teacher	<ul style="list-style-type: none">To be able to speak confidently without making basic language mistakesTo be able to read complex articles and discuss its contentTo write complex letters and textsTo be able to be proactive in conversations and discussions with native speakers

Please note that the Intensive course is offered in **two** formulas.

The most popular is the **Intensive 20+5** which adds 5 [culture classes](#) per week to the 20 group classes (one per day from Monday till Friday). Subjects covered are for example local history, art, gastronomy, customs as well as dedicated academic workshops. The other formula is called the **Intensive 20** which does not provide access to these extra classes.

2.3.2 Super-Intensive 30

The Super-Intensive course **adds 2 lessons per day to the Intensive Course (one culture class and one conversation class)** and is offered for levels 2 to 8. We highly recommend it as the ideal program for those students who want to totally immerse themselves in the Spanish language or who want to progress at a higher pace.

The extra lessons are mainly spent on applying the newly learnt grammar in daily conversation and on helping the students to immerse in the Spanish and Latin culture. It quickly boosts the confidence and enjoyment a student finds in speaking Spanish.

We recommend absolute beginners to start with the Intensive Course and switch to the Super-Intensive course after two weeks.

Super-Intensive	Course design	Course objectives
level: A2- C2		
<ul style="list-style-type: none">6 lessons per day, 30 hours per weekStarts every Monday	<ul style="list-style-type: none">Intensive Course +2 extra lessons per day: 1 lesson of conversation and 1 lesson of culture	<ul style="list-style-type: none">To further develop the understanding of newly learned grammarTo practice speaking and listening skills

2.3.3 Inmersión 20+5 / Inmersión 20+10

This format adds 5 or 10 hours of private classes to the Intensive 20 course.

Inmersión 20+5 / 20+10	Course design	Course objectives
Minimum level: none		
<ul style="list-style-type: none">Intensive course + 5 or 10 hours of individual classes per week (1 or 2 hours per day, Monday – Friday)Start dates as Intensive Course	<ul style="list-style-type: none">As Intensive courseIndividual classes can be geared towards specific areas according to the clients wishes or to cover in depth material from the group classes	<ul style="list-style-type: none">As Intensive course + specific objectives of client

2.3.4 Español Exprés

Español Exprés caters for students who need to achieve a decent command of the Spanish language in the shortest possible time. We offer a 20 or 30 hours of private classes per week.

The 4 or 6 hours per day are split into blocks of 2 hours. Each block is taught by a different teacher to keep the student and the teacher fresh.

Español Exprés	Course design	Course objectives
Minimum level: none		
<ul style="list-style-type: none">4/ 6 hours per day2/ 3 blocks of 2 hoursStart any Monday	<ul style="list-style-type: none">1 on 1 total immersion organised in blocks of 2 hours with different teachersFocus on conversation	<ul style="list-style-type: none">To provide a basic understanding of the Spanish languageTo be able to participate in everyday conversationsUpon clients request: work specific role play / vocabulary

2.3.5 D.E.L.E. exam preparation

The “Diploma de Español como Lengua Extranjera” (DELE) is the only official Spanish language certificate issued by [Instituto Cervantes](#).

Each level corresponds to a different exam and preparation course. Babylon Idiomas offers preparation courses for the **Inicial (B1)** and **Intermedio (B2)** level.

An absolute beginner needs a **minimum** of 12 weeks of General Spanish before the Inicial, 18 weeks of general Spanish before the Intermedio.

Babylon Idiomas is offering the preparation course for the exams in May and August and the course starts three weeks before the exam date i.e. the last day of the course is the exam itself.

Please note that the exam fees (depending on the level, between € 152,00 and € 175,00) are not included in the price. Babylon Idiomas will help the student with the exam enrolment to ensure that everything is administratively in order.

It can take up to three months before the results of the exam are published.

This course is only offered in Barcelona.

D.E.L.E. Preparation	Course design	Course objectives
Minimum level: Inicial: B1, Intermedio: B2		
<ul style="list-style-type: none">4 lessons in groups per day3 weeksSee Start datesMaximum group: 12	<ul style="list-style-type: none">Grammar instructionD.E.L.E. tests	<ul style="list-style-type: none">To prepare students for the official D.E.L.E. exam so that they will pass with confidence

2.3.6 Spanish + Flamenco

Seville is the home of the flamenco and our program would not be complete without a Spanish + Flamenco course. Unlike most other Spanish schools, our flamenco courses are held in a professional dance academy (Academia Juan Triana) at 5 minutes walk from the school. Please note that this combination course is open for all levels.

This program is also offered in Malaga, where the dance classes are held at the school.

Spanish + Flamenco	Course design
Minimum level: none	
<ul style="list-style-type: none">Duration: 1 – 52 weeksSevilla & MálagaStart dates as Intensive 20 course	<ul style="list-style-type: none">20 hours of Intensive Spanish course +5 hours of Flamenco group lessons per week +One Flamenco show (Sevilla ONLY)

2.3.7 Spanish + Salsa

Barcelona has one of the biggest salsa scenes outside of Central America which means that you can learn Spanish and enjoy Salsa at the same time. Dance classes are held at the school and the dance instructor will also take out the students to salsatecas at night so that they can practice what they've learned on the dance floor. Please note that this combination course is open for all levels.

Spanish + Salsa	Course design
Minimum level: none	
<ul style="list-style-type: none">Duration: 1 weekBarcelona ONLYSee start dates	<ul style="list-style-type: none">20 hours of Intensive Spanish course +5 hours of Salsa group lessons per week +Night guide to Salsatecas on at least 3 evenings.

2.3.8 Spanish + Tango

Buenos Aires is famous as the home of the tango. Our tango courses are held in a professional dance academy nearby the school. Please note that this combination course is open for all levels.

Spanish + Tango	Course design
Minimum level: none	
<ul style="list-style-type: none">Duration: 1 -52 weeksBuenos Aires ONLYStart every Monday	<ul style="list-style-type: none">20 hours group Spanish classes +5 hours of private Tango classes per week.

2.3.9 Mi Profe – Spanish Homestay Program

The **Mi Profe** experience offers your clients the opportunity to become fully immersed in Spanish culture while living and learning in the home of an accredited Spanish teacher.

Your client can choose to stay between one and four weeks and will instantly feel just like another member of the household participating in many social and cultural activities while also receiving 15, 20 to 30 hours of private classes a week with their teacher. In one word: **Amazing.**

- All our Mi Profe teachers have university degrees in Spanish Philology or similar and have ample experience in teaching Spanish as a foreign language.
- The academic program follows the strict guidelines of Babylon Idiomas and uses the same didactic materials.

- The client can choose between a 15, 20 or 30 class module per week with a maximum duration of 4 weeks.
- A second person (friend or family member) can join at a 15% discount.
- Minimum age is 14 years.
- Academic progress is reported on a weekly basis and followed by our academic staff.
- We can tailor-make the course content to suit your clients' specific learning needs.
- The client will receive a certificate at the end of the course.

Babylon Idiomias works with a select team of teachers who are located throughout Spain. Because of the specific nature of this program, we can never guarantee availability of a specific teacher during a specific time.

Instead, we take bookings based on **Regional Preferences (Barcelona, Madrid, North, South)** and take your **client profile** into account when finding a match.

Who is it for?

The **Mi Profe** program is open to any student aged 14 or older. This program is a great way to truly immerse in the Spanish language and have the **unique experience** of being part of a Spanish host family.

We highly recommend this program to **students who wish to truly immerse** in the Spanish language, to those who have little time available to learn as much Spanish as possible (often for **business purposes**) and to parents who are looking for a **cultural enriching experience for their son or daughter**.

What is included?

- 15, 20 or 30 hours of private tuition per week depending on the program chosen.
- Full board accommodation (breakfast, lunch and dinner) in a single room. The accommodation is available from the Sunday before the start of the course until the Saturday after the last course day. Additional nights can be booked at extra cost.
- Airport pick up and return in Metropolitan cities and train station pickup in others.
- Free WiFi or PC Internet access.
- All study materials.
- At least three social or cultural shared experiences per week with the host teacher.
- End of course diploma.
- Dedicated Mi Profe customer support from our headquarters in Barcelona.

What is *not* included?

- The flights and/or train tickets to get to nearest airport or train
- Travel and medical insurance.
- Discretionary spending money (including public transportation costs and museum/exhibition entrance fees).

Cancellation Policy

Given the specific nature of this program, we require a 50% deposit payment at the moment of enrolment and payment in full should be received no later than 28 days before the start date. If you cancel the enrolment more than 28 days before your arrival date for the course, there will be a charge of EUR 100 for administrative costs. If you cancel less than 28 days before your arrival date for the course, then a 50% charge of the total invoice sum applies.

More Information

You can always find the latest information on our website: www.mi-profe.com

2.3.10 Culture classes

Culture classes are included in the Intensive 20+5, Super Intensive 30, DELE Preparation and Español Expres courses. The classes take place every day from 13:10 to 14:00, Monday till Friday.

They consist of a 50 minute long presentation held by one of the teachers or an outside expert about such topics as: History of Spain, History of Argentina, Architecture, Spanish wine tasting, Spanish painters, Learn to dance Flamenco / Salsa, Spanish film history, Spanish writers, Regional cuisine etc.

We may also include academic workshops such as “improving pronunciation”, “spelling” or “how to conduct a job interview” from time to time.

A summary of the content and relevant vocabulary is provided to all students so that these classes are also suited for absolute beginners as it provides comprehension training and vocabulary building.

2.3.11 Excursions and social activities

The school organises a social activity every Wednesday evening at the school premises or at a bar or restaurant in the city. Each Wednesday has a different theme such as “salsa classes”, “paella night”, “degustación internacional” (students bring something from their own country to dinner) or “copas y tapas”.

The school offers a wide range of weekend excursions to its students on a paid for basis. Examples: wine region tour, sailing, local excursion, walking tour of the city. These activities require a small payment from the student and are organised by third party excursion specialists.

3. ACCOMMODATION

- ✓ We take as much care with our accommodation as we do with our language program.
- ✓ We provide a satisfaction guarantee whereby the student can change accommodation once without extra fees.

Accommodation is available from **Sunday afternoon** before the start of the course **until the Saturday morning** after the end of the course. On request, we can book extra nights before or after these dates but never more than one or two as we reserve the accommodation for active students.

Please note: You can only enrol two students travelling together for a double room.

Accommodation details are provided to the agent by email two weeks before the student is due to start. Students can change accommodation once without additional charges.



Please send us the **mobile telephone numbers of students** that have booked accommodation so that we can contact them if things do not go according to plan.

3.1 Family stay

- The student will have their own room in the family's house and their own keys.
- Family stay options: **Breakfast** or **Half board** (breakfast + dinner)
- Towels and linen are provided.
- All utility charges are included.
- The student can receive telephone calls.
- Wifi access included
- Family homes are no more than 30 minutes away from the school by public transport.

Please note that 'family' may mean a single household as well and that no more than 2 other students could share the household with a student and the family member(s).

3.2 Shared Apartment

- The shared apartment offers a standard bedroom in a centrally located apartment. The student will have their own set of keys. All utility charges are included.
- Shared apartment options: **single room** or **shared room**.
- Linen is provided. There are no towels.
- Wifi access included
- Shared apartments are no more than 30 minutes away from the school door to door.
- Please note that the proprietor often lives on site.

3.3 Shared apartment Plus

- The student has their own bedroom with study desk in a centrally located apartment. The student will have their own set of keys.
- A Shared Apartment Plus provides a larger room, better location and overall superior setting to a standard shared apartment. Or it can consist in a regular single room with private bathroom.
- All utility charges are included.
- Linen and towels are provided.
- Wifi access included
- This type of accommodation is no more than 30 minutes away from the school.
- Please note that the proprietor often lives on site.

3.4 Apartment

- All apartments have minimum of one bedroom with double bed.
- Two people can share an apartment.
- Each apartment has a living room with a colour TV and video, a washing machine and dryer, an iron and ironing board. There is no telephone. All utility charges are included.
- Linen and towels are provided.
- Wifi access included
- Apartments are no more than 20 minutes away from the school by public transport.

4. AIRPORT PICKUP

Babylon Idiomas can arrange for one way airport pickup from the **main** airports from our destinations:

Barcelona El Prat, Madrid Barajas, Málaga Costa del Sol, Sevilla San Pablo, Valencia Manises, or **main** train stations.



Please send us the **mobile telephone numbers of students** that have booked airport pickup so that we can contact them if things do not go according to plan.

Please find below the contact details of the local companies we work with for the pickups:

- Barcelona: *Federico Vasco, S.L. Study, events and tourism Connections*, +34 630 174 410 [EN, ES]
- Madrid: *Autos Valdemorillo S.A.*, +34 647 774 806 [EN, ES]
- Málaga: *Lorenzo (School Staff)*, +34 606 672 533 [EN, ES]
- Sevilla: *Autosur*, +34 656 922 401 [EN, ES].
- Valencia: *Federico Vasco S.L* +34 670 596 919 [EN, ES]

5. PRICING 2013

Discount on Intensive 20:

- Students booking 20 weeks or more qualify for a **5% discount** on tuition cost for the whole of the duration*

Discounts on Intensive 20+5 and Super Intensive 30:

- Students booking 12 weeks or more qualify for a **15% discount** on tuition cost for the whole of the duration *
- Students booking 20 weeks or more qualify for a **20% discount** on tuition cost for the whole of the duration *

These prices are valid for 2014 bookings until 31/10/2013

TUITION	Intensity	Barcelona Madrid Valencia Sevilla	Malaga	Buenos Aires	
Enrolment fee (I)		€ 60,00	€ 60,00	€ 60,00	
Intensive 20	20 hours	€ 150,00	€ 140,00	€ 150,00	p/week
Intensive 20+5**	20 + 5 culture classes	€ 185,00	€ 160,00	-	p/week
Super-Intensive 30**	30 hours	€ 220,00	€ 215,00	-	p/week
Individual classes	flexible	€ 40,00	€ 29,00	€ 22,00	p/hour
DELE preparation***	20 hours per week	€ 565,00	-	-	3 weeks
Inmersión 20+5	Intensive + 5 individual	€ 330,00	€ 285,00	€ 249,00	p/week
Inmersión 20+10	Intensive + 10 individual	€ 470,00	€ 430,00	€ 326,00	p/week
Español Exprés 20**	20 hours Individual	€ 680,00	€ 580,00	€ 374,00	p/week
Español Exprés 30**	30 hours Individual	€ 960,00	€ 870,00	€ 528,00	p/week

(I) Enrolment fee only needs to be paid once

* Only applies to courses booked for the same school location. Does not apply for Málaga and Buenos Aires.

** includes the 5 extra culture classes and or activities per week

*** only in Barcelona

MI PROFE	Description	SPAIN	
Mi Profe 15	15 hours of private classes + full board	€ 1.205,00	p/week
Mi Profe 20	20 hours of private classes + full board	€ 1.360,00	p/week
Mi Profe 30	30 hours of private classes + full board	€ 1.675,00	p/week

ACCOMMODATION	Barcelona Madrid	Sevilla Valencia	Malaga	Buenos Aires	
Placement fee (I)	€ 35,00	€ 35,00	-	€ 35,00	
Family stay – breakfast – single room	€ 205,00	€ 161,00	-	€ 155,00	p/week
Family stay – half board (II) - single room	€ 242,00	€ 195,00	€ 190,00	€ 205,00	p/week
Family stay – half board (II) - shared room*	€ 226,00	€ 179,00	€ 179,00	-	p/week
Shared apartment – single room	€ 183,00	€ 133,00	€ 133,00	€ 161,00	p/week
Shared apartment – shared room*	€ 142,00	€ 111,00	€ 110,00	-	p/week
Shared Apartment Plus – single room	€ 263,00	€ 210,00	-	-	p/week
Private Apartment	€ 880,00	€ 715,00	-	€ 335,00	p/week
Private bathroom option (III)	€ 75,00	€ 75,00	€ 75,00	-	p/week

(I) Placement fee is due for every accommodation booking (II) Half board: breakfast and dinner

(III) (For family stay or shared flat - shared room) Upon request only, availabilities are highly limited so cannot be guaranteed

* Double/Shared rooms can only be booked by 2 persons travelling together

XTRA COURSES	Destination	Price	
Spanish + Salsa	Barcelona	€ 325,00	per week
Spanish + Flamenco	Seville	€ 280,00	per week
Spanish + Flamenco	Malaga	€ 275,00	per week
Spanish + Tango	Buenos Aires	€ 325,00	per week

EXTRAS	SPAIN	ARGENTINA	
Cancellation insurance	4%	4%	on total
Airport pickup	€ 80,00	€ 60,00	One way

Please note: Text books cost € 13 each and need to be purchased at the school

Please note: Extra nights for accommodation are calculated as the week price / 7 and then rounded up to the next Euro. Please contact us if a client requires more than one extra night on either side of the normal booking period (Sunday till Saturday).

6. START DATES AND LOCAL HOLIDAYS 2013

Start Dates 2013

Course	Start dates [Day / Month]*
Intensive Course: Absolute Beginners [A1] Destinations: Barcelona, Madrid, Sevilla, Valencia	08/01, 21/01, 04/02, 18/02, 04/03, 18/03, 01/04, 15/04, 29/04, 13/05, 27/05, 10/06, 24/06, 01/07, 08/07, 15/07, 22/07, 29/07, 05/08, 12/08, 19/08, 26/08, 02/09, 16/09, 30/09, 14/10, 28/10, 11/11, 25/11, 02/12, 16/12
Intensive Course: Absolute Beginners [A1] Destination: Málaga	07/01, 21/01, 04/02, 18/02, 04/03, 18/03, 01/04, 15/04, 06/05, 20/05, 03/06, 17/06, 01/07, 15/07, 05/08, 19/08, 02/09, 16/09, 07/10, 21/10, 04/11, 18/11, 02/12, 16/12
Intensive Course: All other levels [A2-C2] in Spain Absolute Beginners [A1] in Argentina	Every Monday*
Super-Intensive Course: levels A2-C2	Every Monday*
D.E.L.E. preparation Course in Barcelona	Course start dates: 6/05/2013, 5/08/2013 Exam dates: 24-25th May, 23rd August
Inmersión	see Intensive Course dates
Español Exprés	Every Monday
Spanish + Salsa [Barcelona]	21/01, 18/02, 18/03, 15/04, 13/05, 10/06, 15/07, 19/08, 16/09, 14/10, 11/11
Spanish + Flamenco [Malaga / Sevilla]	Every Monday
Spanish + Tango [Buenos Aires]	Every Monday
Mi Profe	Every Monday

Babylon Idiomas will be closed in SPAIN from 21/12/2013 until 06/01/2014

* Please note that if a local holiday falls on a Monday, classes start on Tuesday.

Local holidays 2013

There are no classes on holidays. Instead, Babylon Idiomas organizes an alternative activity such as a guided tour or an excursion (except in Malaga).

In Argentina, these classes cannot be compensated and are non-refundable, but the school may suggest a special activity on the same day.

If a holiday falls on a Monday, then classes that week will start on Tuesday.

Barcelona	Madrid	Malaga
7th of January (Mon) 29th of March (Fri) 1st of April (Mon) 1st of May (Wed) 20th of May (Mon) 24th of June (Mon) 15th of August (Thu) 11th of September (Wed) 24th of September (Tue) 1st of November (Fri) 6th of December (Fri)	7th of January (Mon) 18th of March (Mon) 29th of March (Fri) 1st of April (Mon) 1st of May (Wed) 15th of May (Wed) 15th of August (Thu) 1st of November (Fri) 6th of December (Fri) 20th of December (Fri)	7th of January (Mon) 28th of February (Thu) 29th of March (Fri) 1st of May (Wed) 15th of August (Thu) 19th of August (Mon) 9th of September (Mon) 1st of November (Fri) 6th of December (Fri) 9th of December (Mon)

Sevilla	Valencia	Buenos Aires
7th of January (Mon) 28th of February (Thu) 29th of March (Fri) 1st of April (Mon) 17th of April (Wed) 1st of May (Wed) 30th of May (Thu) 15th of August (Thu) 1st of November (Fri) 6th of December (Fri) 9th of December (Mon)	7th of January (Mon) 22nd of January (Tue) 19th of March (Tue) 29th of March (Fri) 1st of April (Mon) 8th of April (Mon) 1st of May (Wed) 15th of August (Thu) 9th of October (Wed) 1st of November (Fri) 6th of December (Fri) 9th of December (Mon)	1st of January (Tue) 11th of February (Mon) 12th of February (Tue) 28th of March (Thu) 29th of March (Fri) 1st of April (Mon) 2nd of April (Tue) 1st of May (Wed) 20th of June (Thu) 21st of June (Fri) 9th of July (Tue) 19th of August (Mon) 14th of October (Mon) 25 th of November (Mon) 25th of December (Wed)

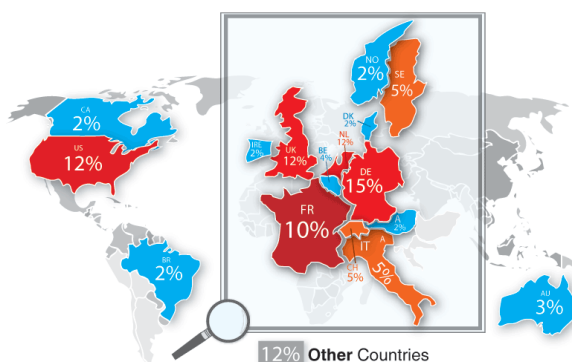
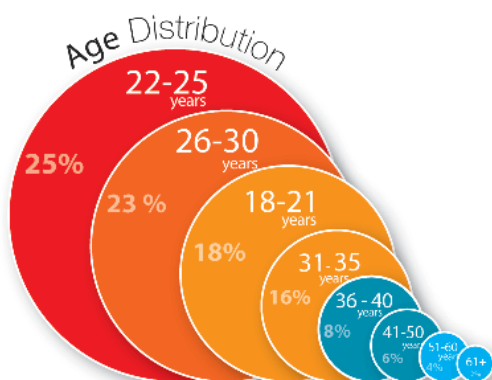
7. OUR STUDENTS & OUR STUDENT SERVICE DESK

Meet our students

Our students come mainly from Western Europe (80%) and North America (15%) with Asia and Africa accounting for the remaining 5%.

Long term students (studying for 12 weeks or more) make up approximately 25% of the customer community. The average study length is 4 weeks.

The minimum age to attend Babylon Idiomias is 18 years old but we do reserve the right to make exceptions for students aged 17, provided we are given a parental release form. The median age at our schools is around 27 years but this can fluctuate by week and by school. In general, the average age is lower during the summer season with the intake of college students and high school leavers.



Student service desk

The philosophy of Babylon Idiomias is to offer the best Spanish language education. We believe that to be able to offer our clients the best possible education in the classroom, we also have to offer the best possible service outside of the classroom.

The majority of students does not speak Spanish yet upon arrival and are predominantly travelling by themselves. For some, but of course not for all, the high anxiety levels of arriving in a new city where they do not speak the language can negatively impact their concentration and educational enjoyment.

We have therefore created a student services desk in the reception area of each school, permanently staffed, where students can ask their questions about the city, cultural trips, job search or any other topic that we can help them with. All our service staff is multilingual and we always try to help the students in their own language if possible.

8. DESTINATIONS

8.1 Barcelona

Barcelona is probably the most popular destination to learn Spanish in the world. It is not difficult to understand why given its cosmopolitan flair, beaches, architecture, rich history and nightlife.

Barcelona city has around 1.5 million inhabitants and the metropolitan area counts around 4 million.

Situated on the Mediterranean, the city covers a very wide but shallow valley between the rivers Besòs and Llobregat that gently slopes upwards towards the Tibidabo hill.



History

Barcelona grew as a trading city in importance in the 11th century and became one of the dominant cities in the western Mediterranean. Its dominance was also enhanced as the centre of the fertile area of Catalonia and for being just at the border of the Moorish empire during most of the “reconquista” period.

Being too small to stand up against the emerging forces of France and the newly found state of Spain, it gradually lost its independence over the centuries in several wars until it became an official part of Spain in the 18th century after choosing the wrong side in the “War of Succession”. Its punishment was that Barcelona was no longer allowed to trade with the Americas; a source of great wealth for the rest of Spain.

This actually turned out to be a blessing in disguise as the entrepreneurial Catalans were the first to embrace the Industrial Revolution as an economic alternative. This gave Catalonia a very modern, European outlook and most of its bourgeois wealth today stems from this period (Catalonia is one of the richest regions in Spain).

The creation of a wealthy new middle and upper class in turn stimulated investment in the arts and Barcelona underwent a phenomenal era of stunning architecture in the late 19th and early 20th century as a result with Gaudí as its most known protagonist.

The latest remodelling of the city on a grand scale occurred with the Olympic Games of 1992. Barcelona is highlighted by many as the prime example of how cities can use the organisation of the Olympic Games as a catalyst to modernize. Among other things, Barcelona cleaned up and developed its beach front and redeveloped its road infrastructure.

Selected highlights

- Sagrada Família – church of Gaudí which probably will be completed around 2035
- Paseo de Gracia – casa Batllo and casa Mila (better known as La Pedrera): stunning examples of Modernista architecture
- Barrio Gótico: one of the oldest and largest medieval town centres in Europe that has not been destroyed by war or fire
- Las Ramblas: a street with broad central pedestrian area which runs for 1.5 km from the central Plaza Cataluña to the port. One of the liveliest (and oldest) markets in Europe can be found just halfway called “La Boqueria”.
- Sitges: a lovely beach resort which is just a 30 minute train ride from Barcelona featuring nice sandy beaches, a lively restaurant scene and good nightlife.

- Montserrat: the monastery of Montserrat is home to the patron saint of Catalonia: “La Morenita” (the Black Madonna). It can be reached by public transport (FCG España) in an hour and a cable car will then take you with spectacular views to the top.
- More information about the city and its highlights: www.bcn.es

Airport

Barcelona airport is located 10km to the south of the city.

- First train from the airport (Terminal 2) leaves at 05:42 and last train leaves at 23:38. Frequency is two trains per hour and the journey takes less than 30 minutes to the centre of town (Plaza Catalunya). More information: www.renfe.es
- You can take the “Aerobus” from the Terminal 1 and Terminal 2 of the Barcelona airport. First bus leaves Airport-Terminal 1 at 06:10 in the morning and last bus leaves at 01:05. First bus from Terminal 2 leaves at 06:00 in the morning and last bus leaves at 01:00. The journey takes from both terminals about 30 minutes to Plaza Catalunya. One-way tickets cost € 5,30 and return tickets cost € 9,15. The journey takes about 30 minutes.
- Taxis from the airport to the centre of Barcelona take approximately 25 minutes and cost around € 25,00. Surcharges apply on Sundays, festive days and in the evening. An extra charge is levied for each suitcase and an extra charge is levied for routes between to and from the airport.

School

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 Facebook: www.facebook.com/BI.Spanish.Courses.Barcelona

- Babylon Idiomas is located in the city centre of Barcelona on the first floor of a historic ‘Eixample’ building; high ceilings, mosaic floors and spacious rooms. It further has 3 bathrooms split into one bathroom for men and two bathrooms for women.
- The school has 10 classrooms that can accommodate at full capacity 80 students per session or 160 per day. It further features one communal living room and one large terrace.
- Total surface of school is 320 m² (with air conditioning) plus south facing terrace of 80 m².
- Each classroom is fitted with ergonomic chairs and large tables.
- The school complies with all known security requirements: illuminated EXIT sign, fire extinguishers, first aid kit.
- The school owns a TV, DVD, video player, cassette player as well as 4 PCs connected to a fast ADSL Internet connection exclusively for student use.
- Free WiFi in the school
- The school features a communal living room as well as a large outdoor terrace where students can meet, drink coffee or enjoy their lunch.
- The school is fully insured for 3rd party liability
- The school is non-smoking. Smoking is only allowed on the outdoor terrace.

Catalan language

The autonomous region of Catalonia is officially bi-lingual but Spanish (Castilian) is the dominant language in Barcelona. Street signs and official publications appear in Catalan but student will find no issue practicing their Spanish language skills.

8.2 Madrid

Madrid, the capital of Spain, is one of the most exciting cities of the whole Iberian Peninsula. It never sleeps and there is always something to do, see or experience.

The 3 million inhabitants are known for their typical life style that exists of living the good life. Hopping from bar to bar, trying the newest “tapas” is only a small part of this way of life. Madrid has so much more to offer.



History

The origins of the city dates back to the Palaeolithic. Around 1000 B.C, Madrid was inhabited by Iberian tribes, mingling later with Celts. In 10th century, the Arabs invaded Madrid. Since then, during the years of the Christian re-conquest Madrid changed hands on various occasions until it was finally liberated by King Alfonso VI in 1080.

During the 15th century, the city became the usual residence of the Royal family. In the 16th century, Madrid had about 17.000 inhabitants and it was then, that the King Felipe II moved the Royal Court and transformed Madrid into capital. During this period Madrid suffered a great architectural and cultural expansion, known as the Golden Age with writers as Cervantes, Lope de Vega, etc. In the 17th century Madrid became the most important city in Spain with the constructions of museums, gardens, etc. In the 19th century, the first uprising against Napoleon took place in the city and it was the origin of the War of Independence. In the twentieth century, excluding the years of the Civil War (1936-1939), Madrid became a large cosmopolitan city, having been named the European Cultural Capital in 1992.

Selected Highlights

- Paseo del Prado or also known as the “Golden Triangle of Art”, and provides you with the best offer of Spanish museums. On one side of the Paseo you can find el Museo del Prado, which houses the most outstanding collection of Velazquez and Goya. And on the other site there is the museo Thyssen- Bornemisza where you can find eight centuries’ worth of European painting by the most famous Renaissance and Baroque painters, including Rubens, Rembrandt, and Titian. If you fancy something more modern you can visit the Museo del Reina Sofia. The permanent collection in the Reina Sofia is almost exclusively made up of Spanish art from the 20th century, with works by many of the most important artists (Picasso, Dalí, Miró, Oteiza, Julio González, Tapies, Equipo Crónica, Gerardo Rueda). It is also the place where Madrid’s most important modern art exhibitions are displayed.
- Madrid’s old monumental centre. The centre of Madrid is very lively and has a lot of different faces. Some little alley that looks rather asleep during the day can become one of the busiest streets at night time. You can find tiny squares that give you “small village feeling” and there is the “Gran Via”, the most important boulevard of Madrid who still contains some of its elegance from the past. It is surrounded by high monumental buildings that make you aware that Madrid is an important metropolitan of Europe not be forgotten.
- Puerto del Sol, is Madrid’s most central point. On the southern side a small plaque marks ‘Km 0’ from where distances along the country’s highways are measured.
- “El Palacio Real”, the royal palace can be found in the heart of Madrid next to the Opera and majestic Plaza de Oriente and it is the favourite square for families out on a stroll on a Sunday afternoon. The origins of the Palace go back to the 9th century, during which the Islamic Kingdom of Toledo built a defensive fort on the site, later

used by the Kings of Castile. It was on this ancient fortress that the Old Alcázar was constructed in the 16th century. The Alcázar was destroyed by fire on Christmas Eve, 1734, and King Philip V wished for a New Palace occupying the same site. The entire complex was built with stone and brick vaulting, without any wood, so that no future fire could destroy it. The Royal Palace is one of the top attractions in Madrid. Once inside the Royal Palace you have a choice of purchasing either a ticket for a guided tour, or a normal ticket (1 euro less) so that you can walk around at your own pace.

- Plaza Mayor, a stroll west from Puerta del Sol you can find the most important square of Madrid. Designed in 1619 it was a popular stage for the local festivities such as bullfights, markets and spectacles during the inquisition. On a sunny day the square is packed with terraces overseen by the statue of Felipe III, who ordered the construction of the square.
- Parque del Buen Retiro, after a heavy day round art museums and picturesque squares, a stroll in Madrid's loveliest public gardens might be the best way to end the day. The gardens are at their busiest on weekends, when street performers appear. Once this green park was only enjoyed by the kings and queens from the royal Spanish court but now it is open for all. You can hire boats to paddle about on an artificial lake, watched over by the massive structure of Alfonso XII's mausoleum.
- Madrid is also a good base to take daytrips to surrounded highlights such as San Lorenzo del Escorial, with his famous monastery, Toledo or Aranjuez with its beautiful Royal Palace and extended gardens.

Airport

Madrid's airport is very nearby the city centre and in metro it will only take you about 40 minutes to get to the city centre. Barajas airport is divided in 4 Terminals and contains all the commodities you need, shops, taxis, hotel booking stands, tourist information etc. For more info check www.aena.es.

School

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Emergency number: +34 659 794 604
Facebook: www.facebook.com/BI.Spanish.Courses.Madrid

- Babylon Idiomas is located in the city centre of Madrid
- The school has 8 classrooms that can accommodate at full capacity 71 students per session or 142 students per day.
- Total surface of the school is 155 m2 and has air conditioning
- Each classroom is fitted with ergonomic chairs and large tables.
- The school complies with all known security requirements: 2 fire extinguishers, first aid kit.
- The school owns a TV, DVD, CD/cassette player as well as 2 PC's connected to a fast ADSL Internet connection exclusively for student use.
- Free WiFi
- The school features a fully equipped communal area where students can get soft-drinks and coffee.

8.3 Malaga

Málaga is the capital of Málaga Province and the seaport of southern Spain. It has an extraordinary mild climate, with an average temperature of 22° C throughout the year, and 330 sunny days a year.

It is the 6th largest city of Spain with just over 500.000 inhabitants for the city alone and closer to 1.5 million for the wider region. The famous Costa del Sol is just around the corner and Málaga is an excellent and well connected gateway to discover the beauty of Andalucia.



The school is located in “Pedregalejo”, a beautiful beach area only 15 minutes from the centre of Málaga. The pretty beaches and boulevards in this part of town are among the most fashionable. Here you will also find typical ‘chiringuitos’ and restaurants in which you can enjoy classical Andalusian food.

History

The city was founded by the Phoenicians, who built a settlement near the hill on which the Alcazaba stands today. During Roman times, Malaga obtained the benefits of being declared a confederated city of Rome. Under the rule of the Moors, the city enjoyed an era of great progress, however, in 1487 it was re-conquered by the Catholic Monarchs, following which it fell into relentless decline.

By the end of the 18th century, beginning of the 19th, a high-class bourgeoisie had been formed, comprised mainly of two families: the Larios and the Heredia, thanks to whom Malaga became the second most important industrial centre in the country. Converted into a world capital of tourism, thanks to the development of the Costa del Sol, today Malaga continues to grow.

Selected highlights

- Malaga Cathedral, or Catedral de la Encarnación, was erected on the site where the city's main mosque had stood during the eight centuries of Muslim domination. Building on the cathedral began in the first half of the 16th century (1528) and continued throughout the 17th and 18th century, although it is still unfinished as it is missing the top part of the main façade and the south tower is incomplete. Nevertheless, this fact has, over time, become an original feature that is the origin of its being nicknamed 'La Manquita' (one-armed).
- Picasso Museum of Malaga, located in the Buenavista Palace, is a 17th century Renaissance building and the most important example of stately home architecture of the period. The donations made by Christine and Bernard Ruiz-Picasso, a total of 155 works by Pablo Picasso, have been the cornerstone of the whole of this project. Over 200 works of art, between paintings, drawings, sculptures, ceramics and etchings, constitute a testimony of this artist's long and prolific career, from his academic beginnings to his final paintings in the 70s, making this permanent collection an illustration of Picasso's extraordinary artistic eye.
- Carmen Thyssen-Bornemisza Museum. This world famous art collector now has her own eponymous museum in Malaga, which opened in March 2011. The paintings are from her personal collection, amassed over the past 30 years. The permanent collection consists of 230 works, mainly by 19th-century Spanish artists, with most of the subject matter being, unsurprisingly, Andalucia: Cordoba, Malaga, Sevilla. The most famous painters whose works feature in this collection are Zurbaran, Sorolla, Zuloaga, and Romero Torres.

- Gibralfaro Castle, which name comes from the Arab word Yabal (Hill) and another derived from the Greek Faruh (Lighthouse), which suggests the possible use of the hill during the Phoenician-Punic period as a coast lookout point. The name Gibralfaro is frequently found in Arab sources linked to a Muslim hermitage or oratory built on the summit and with a large cemetery extended over the slopes.
- Alcazaba (Arabic fortress). This impressive building, built mostly in the 11th century, was the palace-fortress of the city's governing Muslims. It was built on the summit of a hill, adapted to the relief. It is formed by two walled areas, the lower, which is a huge space that follows the topography of the hill and surrounds the upper part completely.
- CAC Málaga (museum of modern art), created to disseminate and encourage reflection on modern art. The Centre is located in the heart of the city, in the former Wholesalers Market, which was designed in 1939 by the architect Luis Gutiérrez Soto, one of the maximum exponents of Spanish rationalism. In 2005, Rafael Moneo, a prestigious architect and winner of the Pritzker prize, drew up a project for an extension, which is expected to include a triangular building on the current site.
- Plaza de Toros de La Malagueta, built in 1874 by Joaquín Rucoba in Neo-Mudejar style. The bullring is located in Paseo de Reding, in the district of La Malagueta and has capacity for 14,000 persons. It was inaugurated on 11th June 1876. La Malagueta Bullring, which forms a regular 16-sided polygon, houses the Antonio Ordoñez Bullfighting Museum where visitors will find an array of objects relating to this art.

Airport

There are several ways to arrive to our school and accommodations from the airport:

- If you come by car, make sure you take the “Autovía del Mediterráneo (A7)” direction Almería, then take the exit 246A to Avenida Juan Sebastián Elcano/El Palo. At the roundabout, second exit, you will incorporate to “Av de San Isidro” direction “El Palo/Pedregalejo/Avenida Juan Sebastián Elcano”. Go on the right and search for number 78. There you will find the school.
- If you prefer taking the bus you will find the bus line Nº 19 at the airport. It will take you to the “Paseo del Parque” where you have to change for the bus Nº 11. This bus will take you directly to the front of the school (Parada 1126).
- You can also take a taxi from the airport to the school. It will cost about € 30.

School

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 Emergency number: +34 606 672 533
 Facebook: www.facebook.com/alhambrainstituto

- Established in 1980.
- Babylon Idiomas is located 100 meters away from the beach and only 15 minutes by bus from city centre.
- The school has 10 classrooms with air conditioning.
- Fully equipped danceroom for flamenco & salsa
- Each classroom is fitted with ergonomic chairs and large tables.
- The school complies with all known security requirements: fire extinguishers, first aid kit and is wheelchair accessible.
- Various social activities every day.
- Free internet and WIFI access.
- The school is fully insured for 3rd party liability.
- The school is non-smoking, but we have a smoking area outside.

8.4 Sevilla

Sevilla is the artistic, cultural and financial capital of southern Spain, crossed by the river Guadalquivir. It is the capital of Andalusia and of the province of Sevilla. The population of the city is 710, 000.

What is captivating about the city as much as the monuments and works of art, is its essential romantic quality – the greatest city of the Spanish south, city of Carmen, Don Juan and Figaro.



Seville has a reputation for gaiety and brilliance, for theatricality and intensity of life, which seems well deserved. Sevillanos are world leaders in the art of street theatre. During Semana Santa, for example, members precede the procession dressed in penitential robes to escort the effigy of the condemned Christ through the crowded but silent streets.

Typically the mood changes dramatically a couple of weeks later when the rags of mourning are cast off for flamenco costumes, and the city launches into the wild exuberance of the Feria de Abril which also inaugurates the start of the bullfight season, another sevillano passion.

History

During its history many diverse cultures have left their memorable mark on the city. Seville possesses an unbeatable legacy of Roman, Moorish, Jewish and Christian treasures. The Romans governed the region for over six centuries and changed the face of the town with aqueducts, buildings and roads. However the Muslim civilization had the most impact on the city. The Muslim reign lasted for nearly 8 centuries from 711 until the catholic monarchs took over in 1248. Some of the city's magnificent buildings stand as a legacy to this era.

For the two centuries after Columbus discovered America, Seville achieved its greatest glory, becoming the heart of all trade and gateway from Europe to America and becoming one of the richest cities in Spain. Many aristocrats, painters, sculptors, writers and architects have left their mark in the city which can be seen in the magnificent monuments, churches, art galleries and museums around the city.

Selected highlights

- The Cathedral is the largest Gothic temple in the world and the third largest in the Christian world. It was built on the original site of the principal Mosque of the city. The mausoleum, legend says, holds the remains of Christopher Columbus.
- The Giralda is universally acknowledged as the symbol of the city and was initially the tower of Seville's principal mosque. The Giralda is 97 metres high and is crowned with a weather vane known as the Giralddillo, a giant bronze figure of a woman representing Faith Victorious, and which gives its name to the tower. From the top of the Giralda, the best panoramic views of the city can be seen.
- Real Alcázar. The first royal palace in Seville formed by a series of smaller palaces, which is the reason why it is often referred to in the plural, Reales Alcazares. The Alcazar Palace has been a seat of power and a royal residence. In fact, it remains the official residence of the current royal family. Inside, examples of Moorish architecture are mixed with gothic, renaissance and baroque elements. The gardens are also spectacular where the gentle trickle of water and the smell of sweet jasmine and flowers create a hidden paradise.

- The Golden Tower is one of the last examples of Moorish architecture. It was built as a defence tower in the 12th Century and now houses a naval museum. According to some, the tower gets its name from the golden tiles that covered the building, although others say that the tower was used to store the cargoes of silver and gold which arrived in Seville along the Guadalquivir River from the Americas.
- The bullring, La Real Maestranza of Seville, is one of the most beautiful, oldest, as well as one of the most significant in the history of bullfighting. Underneath the tiered seats of the bullring is the Bullfighting Museum where visitors can get to know the history and culture of this national festival.
- Casa Pilatos represents the prototype of an Andalusian palace due to its combination of Medieval and Renaissance influences.
- Alameda de Hercules was once a swamp but converted in the sixteenth century into a promenade. The southern end has two pillars taken from a Roman temple to Hercules, which give the promenade its name. Now fashionable bars, restaurants and hotels have made the Alameda into the vibrant centre of Seville's nightlife.
- Plaza España and Maria Luisa Park are among the most impressive public spaces in Spain. They are an amazing place to spend the middle part of the day, just 10 minutes' walk to the south of the cathedral.

Airport

Sevilla's airport is 12km northeast of the city. The EA Especial Aeropuerto bus runs every 15-30 minutes from 05:45am until 00:15am. The trip into the centre of the City takes around 30 minutes and a single ticket costs €2.40.

There is a taxi rank outside the terminal building. Taxis work on a queue system so choose the taxi at the front of the queue. The taxis have a fixed price system depending on the time of day or day of the week, so you can expect to pay from € 18 to 25 to the city centre.

School

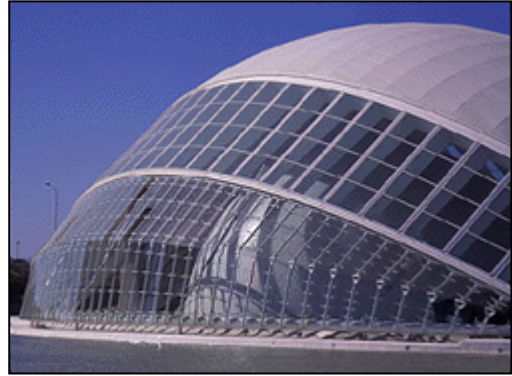
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 Emergency number: +34 626 655 727
 Facebook: www.facebook.com/BI.Spanish.Courses.Sevilla

- Babylon Idiomas is located in the city centre of Seville on the ground floor of a typical Sevillian patio style building.
- The school has 7 classrooms that can accommodate at full capacity 70 students per session or 140 students per day.
- Total surface of the school is 200 m² and has air conditioning
- Each classroom is fitted with ergonomic chairs and large tables.
- The school complies with all known security requirements: 2 fire extinguishers, first aid kit and is wheelchair accessible.
- The school owns a TV, DVD, CD/cassette player as well as 2 PC's connected to a fast ADSL Internet connection exclusively for student use.
- Free WiFi
- The school features a fully equipped communal kitchen with soft-drinks and coffee.
- The school is fully insured for 3rd party liability.
- The school is non-smoking.

8.5 Valencia

Valencia is the third largest city in Spain (750.000 inhabitants) and one of the liveliest. A port city on the Mediterranean, it is surrounded by some of Spain's best known beaches.

Valencia's popularity as a tourist destination has significantly increased over the years and it offers great possibilities for both leisure and more active/sport holidays. This was enhanced in the last years as Valencia was host to the America's Cup in 2007 which put it firmly on the map as one of the key destinations in Spain. It has also become home of Spain's second Formula 1 race.



Valencia is a historic treasure trove where El Cid conquered the Moors and where allegedly the Holy Grail has found its place. If it were not for El Cid or the America's Cup, Valencia is known the world over as the home of the famous paella and the orange industry.

History

Founded by the Romans, Valencia has been the home of many cultures over its history: Romans, Visigoths, Moors and the Aragonese all made the city an important cultural and financial centre.

In the year 1094, Rodrigo Díaz de Vivar, called El Cid Campeador, conquered Valencia on behalf of the Christians, but the city later fell to the Almoravids in 1102. Following the Moorish domination, it was in 1238 that James of Aragon finally secured the city, and founded the Kingdom of Valencia, with its characteristic legislative privileges (Furs).

During the 15th and 16th centuries, Valencia became one of the major economic powers on the Mediterranean seaboard. It was the time of the Valencian "siglo de oro" (Golden Age).

When democracy was restored in Spain after the death of Franco, the Land of Valencia was given its present Autonomous Statutes in 1982. The history of the city, now the capital of the Land of Valencia, is both rich and varied, providing a patrimony that has converted it into one of the major cities in Spain on both cultural and economic levels.

Selected highlights

- The Cathedral of Valencia is located on the site of the city's very first temple, dating from Roman times, which later became a Moorish mosque. The Gothic-style Puerta de los Apóstoles, facing the Plaza de la Virgen is where the Thursday sessions of the oral Water Court, or Tribunal de las Aguas, the oldest still functioning court in the world.
- The City of the Arts and Sciences is now growing next to the dry Turia riverbed, and is soon to become the symbol of 21st-century Valencia. The area has magnificent new architecture, with designs by Santiago Calatrava and a team led by Félix Candela. The entire area is an example of how the south-eastern section of the city of Valencia is opening up to the sea and emphasizing culture and the arts. The City of the Arts and Sciences is divided into four major sites. The 'Hemisfèric' has a giant hemispherical cinema screen measuring 900 square metres.
- The River - Well worth seeing are the three old bridges, Puente del Real, Puente de la Trinidad and Puente de Serranos, the latter with the Torres de Serranos 15th century towers that have been part of the old town-walls and combine the elegance of a triumphal arch with the solidity of fortifications. The river Turia actually was deviated around the city after a catastrophic inundation in 1957. The old riverbed today is used by the population for all kinds of sports and leisure-time activities.
- The IVAM (Instituto Valenciano de Arte Moderno), located at the riverbed, is one of the leading museums of modern arts in Spain.

- Bioparc Valencia, located in the Turia Gardens of the old river channel, is a new generation zoo conceived with the zoo-immersion philosophy. When entering the more than 100,000 m2 park, you will feel totally submerged in the wild habitats that have been recreated here: the Savannah, Madagascar and Equatorial Africa. You can enjoy, practically without barriers, spectacular landscapes in which different species co-exist as they would in nature.
- La Lonja and Surroundings. At Plaza de Manises is located the Palacio de la Generalidad, a 15th century palace that today is used as seat of government. Through the street Calle de Los Caballeros you arrive to the towngate Torres de Quart, of 1441, and to Plaza del Mercado, the square where is located Valencia's probably best known monument, La Lonja, the old stock-exchange building of 1483.
- Barrio del Carmen. This district represents like no one Valencia's way of living, if you don't know it you don't know the city. Here you'll find numerous shops, café-theatres, bars, restaurants, flower stands etc. It is one of the most charming neighbourhoods in Spain.
- The Gardens. "Valencia es la tierra de las flores" [Valencia is the land of flowers], says an old folk-song, and the parks and gardens of the city demonstrate this in an impressive way. The Jardines de la Alameda and Jardines de Monforte are romantic parks of 18th century. The "Real" Gardens have beautiful cultures of roses and large pine-woods. Inside them you can find the ruins of an old palace. The Botanical Garden shows a variety of exotic plants.
- More information about the city and its highlights: www.valencia.es

Airport

- Valencia Airport is located about 8km from the city.
- Bus Nº150 takes you to the city, leaving every 10 minutes for about € 1,20. It takes about 45 minutes. First bus from the airport leaves at 05:25 until 23:05 (Monday to Friday). Saturdays: first bus leaves at 06:25 until 23:05, every 15 minutes. Sundays and holidays: first service at 06:25 until 23:40, leaves every 25 minutes.
- Metro will also take you to the city for € 1,40. First metro leaves at 6.56 until 22.58
- There is a large taxi rank outside the terminal building. Taxis work on a queue system so choose the taxi at the front of the queue. A taxi costs around € 12 to the city.

School

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 Facebook: www.facebook.com/BI.Spanish.Courses.Valencia

- Babylon Idiomas is located in the city centre of Valencia on the first floor of a historic Spanish building in the best shopping street of the city. It further has 2 bathrooms split into one bathroom for men and one for women.
- The school has 10 classrooms that can accommodate at full capacity 86 students per session or 172 students per day.
- Total surface of school is 200 m² and has air conditioning
- Each classroom is fitted with ergonomic chairs and large tables.
- The school complies with all known security requirements: 2 fire extinguishers, first aid kit.
- The school owns a TV, DVD, CD/cassette player as well as 2 PCs connected to a fast ADSL Internet connection exclusively for student use.
- Free WiFi
- The school features a communal big kitchen where students can meet, drink coffee or enjoy their lunch.
- The school is fully insured for 3rd party liability
- The school is non-smoking.

8.6 Buenos Aires

More European than South American in flavour, Buenos Aires' heart boasts bustling streets, grand avenues, old-time cafes and stylish restaurants.

The locals are renowned for their flair and cockiness, even in times of adversity. It's a vibrant, cosmopolitan capital.

The greater area of Buenos Aires has swollen to 13 million people but most tourists stick to the Capital Federal, which is home to a mere 3 million *porteños* (as the locals are called) and is divided into 48 *barrios* (neighbourhoods).



History

Although a large expedition landed in present-day Buenos Aires already in 1536, it wasn't until 1580 that the area was successfully re-established by Juan de Garay. It remained a backwater for the next 200 years, subordinated to the Spanish city of Asunción (now Paraguay's capital), further up the Paraná River.

Mercantile restrictions being imposed from Asunción fuelled local frustration as Buenos Aires began to prosper on the back of trade in feral cattle and horses. Contraband smugglers were trading successfully with Portuguese and British vessels and in 1776 Buenos Aires became the capital of the new Viceroyalty of the Río de la Plata, acknowledgment that the region had outgrown Spain's political and economic domination from Asunción.

Continuing dissatisfaction with Spanish interference led to the revolution of 25 May 1810 and eventual independence in 1816. Independence revealed the seething regional disparities which Spanish rule had obscured. The Federalists of the interior (conservative landowners, supported by the gauchos and rural working class) advocated provincial autonomy, while the Unitarists (cosmopolitan city dwellers) upheld Buenos Aires' central authority.

After a disastrous and tyrannical period of rule by the Federalist Juan Manuel Rosas, Buenos Aires and Unitarism prevailed, ushering in a new era of growth and prosperity with the Unitarist constitution of 1853. European immigration, foreign investment and trade were hallmarks of the new liberalism.

Selected highlights

- **Cementerio de la Recoleta:** It's not very often that a cemetery features as a tourist must-see, but the necropolis at Recoleta is an astonishing exception to the rule. Recoleta is Buenos Aires' ritziest and wealthiest neighbourhood, with superb old mansions along the Avenida Alvear.
- **Plaza de Mayo:** At the east end of the Plaza de Mayo is the unmistakable pink façade of the Casa Rosada (Presidential Palace). From the heights of its lofty balcony, Juan and Eva Perón and other politicians have addressed the throngs below.
- **Plaza Dorrego:** As both birthplace of the tango and a bohemian artist's quarter, San Telmo barrio, in the Microcentro of Buenos Aires, is still the city's prime store of cultural riches. The Plaza Dorrego's amazing antiques market Feria de San Telmo buzzes with excitable vendors, street performers and tango dancers.
- **Teatro Colón:** Opened in 1908, the Teatro Colón is truly a world-class theatre and the jewel in Argentina's arts crown. Guided visits around the theatre's basement workshops, rehearsal rooms, stage and seating areas highlight the majesty and mechanics behind the spectacular performances. Catch one if you can.
- **La Boca:** Known as the birthplace of the tango, this one-time shipyard has a famous walkway, the Caminito, where tango dancers perform and artists exhibit their work.

- Palermo is a neighbourhood of parks filled with magnolias, pines, palms, and willows, where families picnic on weekends and couples stroll at sunset. The Botanical Gardens and the Zoological Gardens are both off of Plaza Italia.
- Palermo Viejo, once a run-down neighbourhood full of warehouses, factories, and tiny, decaying stucco homes few cared to live in as recently as 15 years ago, has been transformed into the city's chicest destination. Once you walk through the area and begin to absorb its charms -- cobblestone streets, enormous oak-tree canopies, and low-rise buildings giving a clear view to the open skies on a sunny day -- you'll wonder why it had been forsaken for so many years. Palermo Viejo is further divided into Palermo Soho to the south and Palermo Hollywood to the north
- Puerto Madero: By day, this riverfront area is a booming business and shopping district and by night, a hip neighbourhood with pricey restaurants and fashionable clubs.
- El Viejo Almacén: Housed in a 200-year-old building, Argentina's most famous tango club features an Argentine-style tango considered to be more authentic than others.
- Museo del Malba: The stunning Museo de Arte Latinoamericano de Buenos Aires (Malba), houses the private art collection of Eduardo Constantini which is one of the most impressive collections of Latin American art.
- Tigre & The Delta Del Paraná: Only an hour north of Buenos Aires by train (slightly longer by bus) is the tranquil suburb of Tigre, a good base for discovering life on the canals of the Delta del Paraná and making trips across to Uruguay. Buenos Aires' porteños come here to retreat and it can get busy on weekends.

Airport

- Situated 35 kilometers (22 miles) southwest of downtown Buenos Aires, Argentina, Ezeiza International Airport serves the city and surrounding communities with international and national flights.
- The most economic and safest way to travel between the airport and downtown Buenos Aires is by taxi. TaxiEzeiza is the taxi service in the main hall of the airport. They will take you anywhere in the city. Another possibility is to come by bus. The companies Manuel Tienda León (tel 4480-9464 airport / 4314-3636 city), Ecuador (tel 4314-1999), and San Martín Bus (tel 4314-4747 city) offer a half-hourly service between its offices in Buenos Aires downtown and Ezeiza airport from 05.00 to 21.00 hours. The trip takes 45 minutes, depending on traffic.
- If you prefer a taxi, we recommend going to the taxi booth in the airport.

School

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- Located in Palermo, one of the best neighbourhoods of the city of Buenos Aires, the school provides foreign students with everything they need: a relaxed environment, modern and comfortable classrooms equipped with state-of-the art technology, and excellent teacher and staff attention.
- The school has 9 classrooms which at full capacity accommodate 32 students per session or 64 per day. It further features one communal living room and 2 balconies.
- Total surface of school is 180 m2
- The school owns 2 televisions, 2 DVD players, 2 video players, 1 filming camera, a number of CD players as well as 4 PCs connected to a fast Internet connection exclusively for student use. The School has WIFI, for students to use their own laptops.
- The school features a communal living room.
- The school is fully insured for 3rd party liability.
- Smoking is only allowed in the balconies.

9. QUALITY PROCESSES AND ACCREDITATION

Quality processes

Babylon Idiomas has the following quality processes in place:

- The small scale of our schools and the way our customer service is set up enables us to identify potential quality issues fast.
- Each student is invited to fill out a [feedback form](#) after their stay with one of our schools which provides valuable information about teacher and staff performance as well as accommodation and other service issues.
- We only hire teachers who have an university degree, at least 2 years of experience teaching Spanish to foreigners and who have an excellent student track record [NOTE: we do from time to time hire a novice teacher to train internally].
- We only work with proven Spanish language education methodologies.
- Babylon Idiomas has developed its own teacher training which has successfully been launched in 2007.

Accreditation and Recognition

- Babylon Idiomas won the Star Award organized by Language Travel Magazine for **Best Spanish Language School** in 2008 and 2011, and was also nominated in 2007, in 2009 and in 2010.
- Babylon Idiomas [Sevilla] is accredited by **Instituto Cervantes** since 2008, Babylon Idiomas [Madrid] and [Valencia] are accredited by **Instituto Cervantes** since 2012.
- Babylon Idiomas has been accredited by the **Swedish Ministry of Education** (Högskoleverket) for Spanish language courses in Spain.
- Babylon Idiomas has been accredited by the **Spanish Chamber of Commerce** for its exams.
- Babylon Idiomas has been accredited in Germany for **Bildungsurlaub** in all German states where this scheme applies.
- Two renowned MBA schools in Europe recommend Babylon Idiomas for learning Spanish: **INSEAD** (Fontainebleau, France) and **IESE** (Barcelona, Spain).
- Babylon Idiomas has been selected as Best Spanish Course by **Guardian Unlimited** as well as selected for inclusion in the travel guides of **Lonely Planet** and **Time Out**.

10. BABYLON IDIOMAS AND YOU

We believe that you and Babylon Idiomias were made for each other:

- We believe that your sales channels and our sales channels complement each other since we are addressing different segments of customers.
- We believe that you talk to customers who wish to be informed about a wide range of options whereas we mainly speak to customers who know exactly what they want.
- We believe that you develop close and long term relationships with different communities and partners close to your territory whereas we communicate from afar.

Whether you are reselling our Spanish language course packages under your own label or directly as Babylon Idiomias, we will support your efforts 100%.

Photo Gallery

Babylon Idiomias disposes of a royalty free, high resolution photo gallery that you can use for as long as you are selling our courses. You need to register first before obtaining access:
www.babylon-idiomas.com/gallery2

Partner support

Our team is there for you and all your staff to help you with advice, accurate invoicing and excellent customer service for your clients. We're not perfect (yet) so we welcome any suggestion you have to make your life easier and help you sell more.



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11. GENERAL TERMS & CONDITIONS

1. Babylon Idiomas S.L. ("the company") organises Spanish language courses in Spain and Latin America. Where the company is represented by agents, travel agencies or other parties ("the agent"), the company is not liable for any damage or compensation resulting from any agreement or information exchanged between the client and these agents. Instead, recourse should be sought with these agents directly by clients in case of disagreement or damages.
2. These Terms & Conditions apply from the moment the agent has submitted by email, fax or telephone the enrolment details.
3. CLIENT DOCUMENTS AND INSURANCE: The agents' clients are fully responsible for adequate travel documents, travel insurance and medical insurance. Any non-compliance and any resulting damages are the sole responsibility of the agents' client.
4. COMPANY LIABILITY: The Company assumes no responsibility for accidents, theft or injuries during the agents' client's stay with the company.
5. PROGRAM CHANGES: The Company may modify course structure and timetables without notification. The agents' client is entitled to a refund of tuition fees for those courses or part of courses that the company is not able to offer.
6. HOLIDAYS: National and local holidays are not replaced with classes. Instead, an alternative cultural or social activity is offered. When two holidays fall in the same week, classes will be held on one of the two days.
7. MINIMUM AGE: The minimum age for attending Babylon Idiomas is 18 years. Dispensation can be granted at the company's discretion.
8. PAYMENT: Unless otherwise agreed, all payments are due two weeks before the start of the course. An agents' client will not be admitted to class unless payment has been received in full.
9. CHANGE OF START DATE: Clients can change the start date of the course, subject to availability, provided they do so 28 days before the start of the originally booked course. A handling charge of €40 applies.
10. CANCELLATION: Cancellations received more than two weeks before the start of the course will carry no penalty. If the cancellation is received within less than two weeks of the start of the course, the agency needs to pay for the full cost of the first week of the original course (including accommodation, enrolment fee and airport pickup). Enrolments for which a visa letter has been issued by the Company cannot be cancelled unless written proof is provided that the visa has been denied. An administration fee of EUR 100 applies for these cancellations.
11. CODE OF CONDUCT: Agents' clients are expected to attend classes, inform the school in case of absence and respect fellow students, teachers and staff. In case the Company has provided for accommodation, agents' clients are equally expected to be responsible tenants. No laptops are allowed in class and mobile phones need to be switched off. Food is not allowed in class. The company reserves the right to expel students from the program and/or accommodation at its sole discretion if it finds clients in breach of its basic code of conduct.
12. COURT OF LAW: The law of Spain shall apply to these Terms & Conditions.

12. MINI PHOTO GALLERY

BARCELONA



MADRID



MALAGA



SEVILLA



VALENCIA

