

**COURSE OVERVIEW TM1102-4D**  
**Certificate in Real Estate Process for Development & Investment (REPMI)**

**Course Title**

Certificate in Real Estate Process for Development & Investment (REPMI)

**Course Date/Venue**

September 02-05, 2024/ Fujairah Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

**Course Reference**

TM1102-4D

**Course Duration/Credits**

Four days/2.4 CEUs/24 PDHs

**Course Description**



***This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.***



This course is designed to provide participants with a detailed and up-to-date overview of Real Estate Process for Development & Investment (REPMI). It covers the the real estate development process, key players and project lifecycle from concept to completion; the real estate market analysis and techniques for assessing market demand, supply conditions and identifying prime development locations; the zoning laws, land use regulations and the legal considerations in property development and investment; and the financial fundamentals in real estate including financing options, structure of real estate deals and basics of mortgage banking.



Further, the course will also discuss the importance of sustainable development practices and environmental assessments in real estate projects; the different real estate valuation principles and methods like cost approach, sales comparison approach and income capitalization approach; the financial modeling for real estate investment; identifying and managing risks in real estate development and investment projects; and the diverse real estate investment strategies and how to construct a well-balanced investment portfolio.

During this interactive course, participants will learn the tax considerations in real estate investments and the legal structures used for real estate holding and transactions; the strategies for effective project management and execution; the construction management essentials and the basics of construction processes, contractor selection and oversight; the role of public-private partnerships (PPPs) in facilitating real estate projects and urban infrastructure development; the impact of technological advancements on real estate development; the strategies for marketing real estate properties and managing the sales process to maximize returns; the negotiation techniques for contracts, purchases and partnership agreements; the global real estate investment, alternative real estate investments and sustainable development and green building; and the future trends in real estate.

### **Course Objectives**

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain an in-depth knowledge on real estate process for development and investment (REPD)
- Recognize the real estate development process, key players and project lifecycle from concept to completion
- Carryout real estate market analysis and techniques for assessing market demand, supply conditions and identifying prime development locations
- Identify the economic factors that influence real estate markets including interest rates, inflation and economic cycles
- Explain zoning laws, land use regulations and the legal considerations in property development and investment
- Recognize financial fundamentals in real estate including financing options, structure of real estate deals and basics of mortgage banking
- Determine the importance of sustainable development practices and environmental assessments in real estate projects
- Apply different real estate valuation principles and methods like cost approach, sales comparison approach and income capitalization approach
- Build and interpret financial models to evaluate investment opportunities and determine potential returns
- Identify and manage risks in real estate development and investment projects
- Carryout diverse real estate investment strategies and construct a well-balanced investment portfolio
- Explore tax considerations in real estate investments and the legal structures used for real estate holding and transactions
- Develop proper strategies for effective project management including scheduling, budgeting and resource allocation
- Discuss the construction management essentials and the basics of construction processes, contractor selection and oversight
- Identify the role of public-private partnerships (PPPs) in facilitating real estate projects and urban infrastructure development

- Explore the impact of technological advancements on real estate development including prop tech and smart buildings
- Enhance strategies for marketing real estate properties and managing the sales process to maximize returns
- Develop effective negotiation techniques for contracts, purchases and partnership agreements
- Provide insights into the global real estate market including opportunities and challenges in international real estate investment
- Describe non-traditional investment vehicles like REITs, real estate crowdfunding and syndications
- Employ advanced concepts in sustainable development, green buildings and their impact on investment value
- Discuss the emerging trends including urbanization, demographic shifts and the future of work as they relate to real estate development and investment

### **Exclusive Smart Training Kit - H-STK®**



Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials, sample video clips of the instructor’s actual lectures & practical sessions during the course conveniently saved in a **Tablet PC**.

### **Who Should Attend**

This course provides an overview of all significant aspects and considerations of real estate process for development and investment (REPD) for all architects, urban planners, real estate managers, real estate analysts and investors, real estate planners and developers, property owners and managers, government officials and regulators, lawyers, accountants, valuers, mortgage brokers, bankers and lenders, investment bankers/managers, venture capitalists, and private equity specialists, finance managers and analysts.

### **Training Methodology**

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

**Course Certificate(s)**

(1) Internationally recognized Wall Competency Certificates and Plastic Wallet Card Certificates will be issued to participants who have successfully completed the course and passed the exam at the end of the course. Certificates are valid for 5 years.

**Recertification is FOC for a Lifetime.**

**Sample of Certificates**

The following are samples of the certificates that will be awarded to course participants:-



**Course Certificate(s)**

- (2) Official Transcript of Records will be provided to the successful delegates with the equivalent number of ANSI/IACET accredited Continuing Education Units (CEUs) earned during the course.

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**Haward Technology Middle East**  
Continuing Professional Development (HTME-CPD)

CEUs

### CEU Official Transcript of Records

**TOR Issuance Date:** 16-Nov-21  
**HTME No.** 8667-2014-9020-2559  
**Participant Name:** Waleed Al Habeeb

Program Ref.	Program Title	Program Date	No. of Contact Hours	CEU's
TM1102	Certificate in Real Estate Process for Development & Investment (REPDI)	November 12-16, 2021	26	2.6

**Total No. of CEU's Earned as of TOR Issuance Date** **2.6**

**TRUE COPY**  
  
**Jaryl Castillo**  
 Academic Director

Haward Technology has been approved as an Authorized Provider by the International Association for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this approval, Haward Technology has demonstrated that it complies with the ANSI/IACET 1-2013 Standard which is widely recognized as the standard of good practice internationally. As a result of their Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for programs that qualify under the ANSI/IACET 1-2013 Standard.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking Continuing Education Units (CEUs) in accordance with the rules & regulations of the International Association for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology is accredited by










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\* Haward Technology \* CEUs \* Haward Technology \* CEUs \* Haward Technology \* CEUs \* Haward Technology \*

## Certificate Accreditations


Certificates are accredited by the following international accreditation organizations:-

- 
The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **2.4 CEUs** (Continuing Education Units) or **24 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

## Course Fee

**US\$ 4,500** per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

## Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

### Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



**Dr. Chris Le Roux, PhD, MSc, BSc, PMI-PMP** is a **Senior Finance & Management Consultant** with over **45 years** of teaching, training and industrial experience. His expertise lies extensively in the areas of **Economic Analysis, Project Management, Business Writing, Emotional Intelligence, Budgeting, Accounting & Cost Control, Real Estate Development & Investment, Real Estate Market Analysis, Office Management & Administration, Presentation Skills, Contract Management, Problem Solving & Decision Making, Change Management, Coaching Skills, Negotiation Skills, Strategic Planning, Time Management, Risk Analysis & Risk Management, Stress Management, Supplier Management, Teamwork & Communication Skills, Business Process Improvement & Development, Business Process Mapping & Modelling, Planning Cycle & Techniques, Work Budgeting & Cost, Human Resource Management, Interpersonal & Relationship Management, Business Acumen & Critical Evaluation, Risk Management, Corporate Social Responsibility, Leadership & Teambuilding Skills, Interpersonal Skills & Teamwork, Talent Management, Strategic Human Resources Management, Inventory Management, Customer Service, Persuasion Techniques, Supervisory Skills, Public Relations & Corporate Communication, Project Delivery & Governance Framework, Project Management Practices, Project Management Disciplines, Project Risk Management and Risk Identification.** Further, he is also well-versed in **Integrated Security Systems, Incident Threat Characterization & Analysis, Physical Security Systems, Security Crisis, Security Emergency Plan, Command & Control System and Crisis Management.** He was the **Psychologist & Project Manager** wherein he was responsible in the project management and private psychology practices.

During his career life, Dr. Le Roux has gained his academic and field experience through his various significant positions and dedication as the **Director, Medico Legal Assessor Psychologist, Training & Development General Manager, Project Manager, Account Manager, Commercial Sales Manager, Manager, Sales Engineer, Project Specialist, Psychology Practitioner, Senior HR Consultant, Senior Lecturer, Senior Consultant/Trainer, Business Consultant, Assistant Chief Education Specialist, ASI Coordinator, Part-time Lecturer/Trainer, PMP & Scrum Trainer, Assessor & Moderator, Team Leader, Departmental Head, Technical Instructor/Qualifying Technician, Apprentice Electrician: Signals and Part-Time Electrician** from various companies and universities such as the South African Railway (SAR), Department of Education & Culture, **ESKOM**, Logistic Technologies (Pty. Ltd), Human Development: Consulting Psychologies (HDCP) & IFS, Mincon, Eagle Support Africa, Sprout Consulting, UKZN, Grey Campus, Classis Seminars, CBM Training, just to name a few.

Dr. Le Roux has a **PhD in Commerce Major in Leadership in Performance & Change**, a **Master's degree in Human Resource Management**, a **Bachelor's degree (with Honours) in Industrial Psychology**, a National Higher Diploma and a National Technical Diploma in **Electrical & Mechanical Engineering**. Further, he is a **Certified Project Management Professional (PMI-PMP)**, a **Certified Scrum Master Trainer** by the VMedu, a **Certified Instructor/Trainer** and a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)**. Moreover, he is a **Registered Industrial Psychologist** by the Health Professions Council of South Africa (HPCSA), a **Registered Educator** by the South African Council for Educators (SACE) and a **Registered Facilitator, Assessor & Moderator** with Education, Training and Development Practices (ETDP) SETA. He has further delivered numerous trainings, courses, seminars, conferences and workshops globally.

### **Course Program**

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

#### **Day 1: Monday 02<sup>nd</sup> of September 2024**

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	<b>PRE-TEST</b>
0830 – 0930	<b>Introduction to Real Estate Development: The Development Process, Key Players, and Project Lifecycle from Concept to Completion</b>
0930 – 0945	Break
0945 – 1030	<b>Real Estate Market Analysis: Techniques for Assessing Market Demand, Supply Conditions, and Identifying Prime Development Locations</b>
1030 – 1130	<b>Basics of Real Estate Economics: The Economic Factors that Influence Real Estate Markets including Interest Rates, Inflation, and Economic Cycles</b>
1130 – 1230	<b>Legal &amp; Regulatory Frameworks: An Overview of Zoning Laws, Land Use Regulations, and the Legal Considerations in Property Development and Investment</b>
1230 – 1245	Break
1245 – 1330	<b>Financial Fundamentals in Real Estate: Real Estate Finance including Financing Options, Structure of Real Estate Deals, and Basics of Mortgage Banking</b>
1330 – 1420	<b>Sustainability &amp; Environmental Impact: The Importance of Sustainable Development Practices and Environmental Assessments in Real Estate Projects</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day One

#### **Day 2: Tuesday 03<sup>rd</sup> of September 2024**

0730 – 0830	<b>Principles of Real Estate Valuation: Different Valuation Methods such as Cost Approach, Sales Comparison Approach, and Income Capitalization Approach</b>
0830 – 0930	<b>Financial Modeling for Real Estate Investment: Building and Interpreting Financial Models to Evaluate Investment Opportunities and Determine Potential Returns</b>
0930 – 0945	Break
0945 – 1100	<b>Risk Assessment &amp; Management: Identifying and Managing Risks in Real Estate Development and Investment Projects</b>
1100 – 1230	<b>Investment Strategies &amp; Portfolio Management: Overview of Diverse Real Estate Investment Strategies and How to Construct a Well-Balanced Investment Portfolio</b>
1230 – 1245	Break
1245 – 1330	<b>Tax Implications &amp; Legal Structures: Exploring Tax Considerations in Real Estate Investments and the Legal Structures Used for Real Estate Holding and Transactions</b>
1330 – 1420	<b>Case Study Analysis: Examining Real-Life Examples of Successful and Unsuccessful Real Estate Investments to Illustrate Best Practices and Common Pitfalls</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Two



**Day 3 Wednesday 04<sup>th</sup> of September 2024**

0730 – 0830	<b>Project Planning &amp; Execution:</b> Strategies for Effective Project Management including Scheduling, Budgeting, and Resource Allocation
0830 – 0930	<b>Construction Management Essentials:</b> Understanding the Basics of Construction Processes, Contractor Selection, and Oversight
0930 – 0945	Break
0945 – 1100	<b>Public-Private Partnerships (PPPs) &amp; Urban Development:</b> The Role of PPPs in Facilitating Real Estate Projects and Urban Infrastructure Development
1100 – 1230	<b>Technology &amp; Innovation in Real Estate:</b> Exploring the Impact of Technological Advancements on Real Estate Development, including Prop Tech and Smart Buildings
1230 – 1245	Break
1245 – 1330	<b>Real Estate Marketing &amp; Sales:</b> Strategies for Marketing Real Estate Properties and Managing the Sales Process to Maximize Returns
1330 – 1420	<b>Negotiation Skills for Real Estate Professionals:</b> Developing Effective Negotiation Techniques for Contracts, Purchases, and Partnership Agreements
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Three

**Day 4: Thursday 05<sup>th</sup> of September 2024**

0730 – 0830	<b>Global Real Estate Investment:</b> Insights into the Global Real Estate Market including Opportunities and Challenges in International Real Estate Investment
0830 – 0930	<b>Alternative Real Estate Investments:</b> Exploring Non-Traditional Investment Vehicles like REITs, Real Estate Crowdfunding, and Syndications
0930 – 0945	Break
0945 – 1100	<b>Sustainable Development &amp; Green Building:</b> Advanced Concepts in Sustainable Development, Green Buildings, and their Impact on Investment Value
1100 – 1230	<b>Future Trends in Real Estate:</b> Emerging Trends including Urbanization, Demographic Shifts, and the Future of Work as they Relate to Real Estate Development and Investment
1230 – 1245	Break

1245 – 1345	<b>Real Estate Entrepreneurship:</b> Starting and Managing Your Own Real Estate Development or Investment Company including Case Studies of Successful Real Estate Entrepreneurs
1345 – 1400	<b>Course Conclusion</b>
1400 – 1415	<b>COMPETENCY EXAM</b>
1415 – 1430	Presentation of Course Certificates
1430	Lunch & End of Course

### **Practical Sessions**

This practical and highly-interactive course includes real-life case studies and exercises:-



### **Course Coordinator**

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