

**PROFESSIONAL DEVELOPMENT PROGRAMME IN REAL ESTATE
VALUATION
(RDP 001)**

Real Estate Valuation is a complicated activity due to the nature of immovable property. Increasingly it is essential for service providers to assess property value in more scientific ways than the traditional 'experience and gut feel' approach.

Course Objective :

To offer a scientific approach to valuation of immovable property in activities ranging from property value assessment, property acquisition, disposal, and maintenance.

Course Participants:

Highly essential for civil engineers, architects, property managers, assessors, surveyors, consultants and finance professionals

Course Content :

Part I

Introduction to concept of Value, Fundamental Principles of Value Creation, Traditional Method of Investment Valuation of property; Discounted Cash Flow Method; Interest Rates & yields; Equated Yields;

Part II

Hardcore Method; Equivalent Method; Equated Rent; Rent Payments; Taxation; Risk; Problems of leasehold valuations;

Part III

Contemporary methods of valuation; Development Valuations & Cash flow Approach;

Program Anchor:

Prof. Dr. (Mrs.) Mona N. Shah

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FACILITIES AND PROPERTY MANAGEMENT (RDP 002)

Contemporary Real Estate in this millennium has undergone enormous change. The emphasis is on size and use of specialized material services in construction. Specialists are required to continuously update their skills in handling facilities contracts.

Course Objective

To provide skills for the maintenance of facilities of large commercial properties and townships.

Course Participants

To be drawn from practicing managers, architects, engineers, students and property managers.

Course Content

Part I

Introduction to Facilities Management. Green buildings and introduction to sustainable techniques of preservation of essential utilities.

Part II - HVAC

HVAC fundamentals, delivery systems comforts & design strategies, cooling production equipment & systems, Heating equipment of Systems, Air handling equipments & systems, Indoor air quality & systems. HVAC for small and large sized buildings.

Part III- Electrical Systems

Principles of Electricity, Electrical Systems & Material, Service & utilization, wiring & raceways, wiring design, lighting equipment & systems Calculation of illumination, lighting design, photovoltaic base systems.

Part IV- Transportation and Security Systems

Vertical Transportation: Passenger elevator, Elevator equipment, Elevator car control, Elevator Selection, physical properties & Special requirements of power, energy & special considerations of Elevator

Special shaft arrangement, Hydraulic elevators Freight Elevators, Special elevator design & Material handling Moving Stairways & moving walks & ramps signal systems, private residential systems for multiple dwelling systems, systems for various types of utility buildings

Fees inclusive of core pack, lunch, tea and snacks

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**PROGRAM IN REAL ESTATE CONSTRUCTION TECHNIQUES
FOR NON-ENGINEERS
(RDP 003)**

Real Estate is a complicated business, a number of activities ranging from land acquisition, procurement, engineering, client handling, government sanctions, legal and financial transactions are a normal part of the business. Those practitioners or aspirants who handle the non-engineering and non-design functions are required to understand and apply the terms connected to the business in the course of conducting their activities.

Objective:

To receive subject knowledge of construction techniques and practices.

Design of Course:

Specially designed for practicing developers and construction contractors from non-technical backgrounds.

Subject Selection:

The course curriculum has been designed on the basis of offering the participants an exposure to engineering and technical terms that are commonly required in the course of handling a real estate business.

Program Design:

The students would learn to know the strong interconnections among subject areas like Design, Construction Techniques, Systems approach and Real Estate Management.

Duration:

- The Contact Program will be for a period of 3 months.
- The frequency of contact twice a week for 3 hours each.
- Report on visit to project sites (minimum 3) in order to qualify for receiving the completion of course and award of certificate.

Eligibility:

The student must be a practicing real estate professional. He/she must furnish the institute with 2 recommendations from the employer to which he/she belongs. Must be a graduate in any discipline, with 50% marks. Ideal for family owned businesses. And executives working in real estate and related companies.

Course Commencement:

The Contact Class will commence in the month of June and December every year

Course Material:

Courseware, CDs, Lecture, Seminar and Discussions, Visits

Subject Areas:

Subjects Covered:	Number of Sessions
Land Use and Zoning	2
Building Byelaws	2
Legal Aspects for property purchase	1
Market Research	2
Marketing and Product Development	2
Project Launch	1
Real Estate Finance – I	1
Contract Management –I Construction Design Basics	1
Production and Placing	2
Earthwork, Layout, R.C.C. Skeleton	2
Other Structural materials	1
Concrete	2
Masonry & Plastering types & alternatives	2
Plumbing & Sanitation- Other building services	4
Outside Infrastructure in Large Complexes	2
Waterproofing	2
Building durability issues	2
New Materials	2
ISO Certification	
Quality and Safety Issues	2
Management of Materials/ Inventory/Stores Control	3
Contract Management –II- Turnkey Contracts	3
Real Estate Finance –II Cash Flow Management	2
Joint Ventures and FDI	2
Risk Management	4
Project and Process CRM	3
Brand Building and advertising	3
Multi- city real estate operations	2
Allied businesses– Resorts, multiplexes, commercial towers	2
Backward & forward integration of the business	2

(Courses are subject to revision, modification, and deletion)

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OPEN PROGRAMME IN REAL ESTATE MANAGEMENT **(RDP : 004)**

This open programme has been designed with a view to provide participants hands on skills in managing a real estate business. This course aims at offering an exposure to major aspects of real estate. It covers subject areas ranging from project development upto the most contemporary issues like SEZs.

Course Participants:

Practicing executives, with a view to enhance skills in real estate practice, as well as aspiring executives desirous of making a career in real estate.

HR in Real Estate :

Apprises participants of different careers in business and other people in any management issues.

Real Estate Investment:

Basics of RE investment, Factors influencing the RE market.

Role of Regulators & Regulation in Real Estate:

Real Estate is a business very closely regulated by the government at all levels - Local, State and Central. This course will help participants to know the inter-departmental operations of these agencies.

Project Finance:

Fundamentals of Project finance, Project costing, Cash flows, IRR, Project Financing, Estimation of future value of the property, Lease-Rent implications.

Real Estate Marketing :

Marketing fundamentals, RE marketing, Concepts of marketing, Negotiation, Promotional activities and advertisements.

Land Management:

Statutory laws, Acquisition process, Brokerage and transaction, Negotiation skills, Lease of Land, Ownership rights.

Project Execution Contract:

Management of Contracts, basic guidelines/principles of contract formulation, Types of contract, Contract administration.

Project Execution Management:

Principles of Project Management, Tools and techniques – an overview.

Commercial and Residential Facilities Management and property management:

Housing policies, Commercial property management, Residential and commercial property design principles.

SEZ:

Concept of SEZ, Laws relating to SEZ, Models of SEZ.

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REAL ESTATE MANAGEMENT PROGRAMME : FUTURE LEADER DEVELOPMENT

(REMP 005)

Designed to expose mid-level real estate managers – including owners, mutual fund and financing companies and industry services providers to the state of art business management techniques, current real estate trends, and personal development and leadership required to take on greater leadership responsibility. This intensive programme allows participants to hone their skills and return to their workplaces with leadership capabilities.

Programme :

It is a 4-week programme that can be completed over 8 months. It is divided into 2 segments with a one-week term every two months. The last week reserved for project seminar and electives. It begins in January with one week of teaching. In the month of March there will be a one week of campus contact, followed by the third week of contact completed in June. The fourth contact will end in August / September and elective courses for REMP and ADBP can be combined and completed.

Course Curriculum and Schedule :

Participants will attend an average of fifteen 90-minute sessions per week in the subject areas listed below. The case study method coupled with theory will be the primary pedagogy. An Independent Project and Elective Week are also included in the programme.

Subject Areas :

General Management :

Operational Strategy Planning; Organisation management; Consumer Behaviour; Sales and Selling techniques.

Finance :

Capital Markets; Taxation; Lease Management; Investment Analysis

Development :

Types of real estate development; Legal and Regulatory issues; Marketing and Market analysis. Team project presentation/competition; Contract Management. Terms and technicalities related to real estate.

Planning & Design :

Land Use and Public policy; Urban design, Environmental issues.

Technology :

The Internet and e-commerce; GIS; New building systems and materials

Personal Leadership techniques :

Negotiation; Time management skills; Personal goal-setting and achievement.

Schedule :

REMP is a 4 week programme and classes will commence in the month of January every Year.

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ADVANCED BUSINESS DEVELOPMENT PROGRAMME IN REAL ESTATE (ABDP 006)

The Advanced Business Development Programme (ABDP) is specially designed for entrepreneurs and senior managers is geared for developers, owners, financiers, and other real estate professionals with 15+ years of experience in the industry.

The ABDP curriculum combines general management education with real estate development, finance, strategy, technology and personal leadership topics. Participants will be able to learn new management strategies and best practices, receive insights into new technologies that are driving the business and help work towards influencing public policy favourably. It will help to prepare for the future by learning from experienced faculty enduring relationships with key decision-makers from the real estate community.

Programme

Is a 6-week programme that can be completed in one year. It is divided into four segments with a two-week term in July, one week in term February, another two-week term the following July, and a week of electives programmes leading to an award of certificate and full alumni status from the NICMAR.

Curriculum and Schedule

Participants will attend an average of fifteen 90-minute sessions per week in the subject areas listed below. The case study method coupled with theory will be the primary pedagogy. A Team Project, Independent Project and Elective Week are also included in the programme.

Subject Areas

Finance :

Capital Markets, Structuring complex deals; Obtaining debt and equity; International Finance; Investment Analysis

General Management :

Strategic Planning; Organisational management; Succession Planning; Corporate Real Estate; Consumerism and Consumer Protection.

Development :

Public-Private development; Legal and Regulatory issues; Marketing and market analysis; Team project presentation/ competition.

Planning & Design :

Land Use and Public policy; Urban design, Environmental issues.

Technology :

The Internet and e-commerce; GIS; New building system and materials

Personal Leadership techniques :

Negotiation; Effective Leadership skills, Personal goal-setting and achievement.

Schedule

ABDP is a 6 – week programme divided into four segments. New classes will commence each year August.

Monsoon Term I, 2 weeks, August 20-Sept 5 :

The ABDP commences with two weeks of sessions that present the latest thinking and trends in finance and investment, real estate development, organization management, and new techniques. Expert faculty drawn from world of practice and academia lead participants in case studies and other discussion about these and related topics.

Team Project Competition :

The participants will be briefed and organized into teams aimed at solving complex development problems on real world subjects. These are chosen from a diverse array of themes that are contemporary and of public policy, technology, rehabilitation, development or such nature.

The projects introduced here will continue to be the focus of the winter term in February. Off-site work and research on the project continues between terms. Participants present the result of their team project to their peers during the winter term.

Winter Term, one week, February 10-15 :

During this one week session participants focus on their team project. Drawing on research and collaboration done off-site, participants move their project nearer to its final stages to preparation for the team project competition presentations.

Monsoon Term II, 2 weeks, August 20 Sept 05 :

The final term of BDP focuses on managerial skill building. Topics such as strategic planning, personal goal setting and organizational responses to opportunity are highlighted throughout this 2-week session. Participants also present the results of their Independent Project contribution.

Independent Project :

A major programme requirement of the ABDP is Independent Project undertaken with faculty guidance in which participants have the choice of:

- 1) Preparing a strategic plan that spells out a new business for their firms or plans expansion into new product lines or markets.
- 2) Working on a community project designed to enhance quality of life of a community.
- 3) Development or redevelopment plan of a locality, township industrial zone etc.

Participants present the results of their Independent Project to their press during the final monsoon session.

Elective Week :

Participants must also complete one week o elective programme offered by NICMAR SOCM and REM. Option for the Elective Week could be clubbed with other SOEE programmes or carried over to one more term.

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