Training Course:
Advanced Real Estate Development and Management

2 - 6 June 2025
Kuala Lumpur (Malaysia)
Royale Chulan Kuala Lumpur

Training Course:
Advanced Real Estate Development and Management

Training Course code: SC235397 From: 2 - 6 June 2025 Venue: Kuala Lumpur (Malaysia) - Royale Chulan Kuala Lumpur
Training Course Fees: 6000 Euro

Introduction

This advanced training program aims to provide an in-depth understanding of the real estate development process, strategic management, and the integration of modern technologies in property valuation and analytics. Spanning five intensive days, the program covers essential aspects of real estate, equipping participants with practical knowledge and skills to excel in the industry.

Target Audience

- Real Estate Developers

- Property Managers

- Real Estate Investors

- Construction Managers

- Urban Planners

- Financial Analysts in Real Estate

- Real Estate Consultants

- Real Estate Strategists

Objectives

- To provide a comprehensive understanding of the real estate development process and its various stages.

- To equip participants with the skills to conduct feasibility analysis and project planning.

- To teach effective site selection, acquisition, and construction management techniques.

- To enhance strategic planning capabilities for real estate projects.

- To develop expertise in portfolio management, lease negotiations, and property management.

- To explore exit strategies and property disposition.

- To introduce participants to the role of Proptech in real estate valuation and property analytics.

- To address issues related to the cost of capital and income assessment for commercial properties.

Outlines:

Day 1:

Real Estate Development Process

- Introduction to Real Estate Development:
    - Overview of the real estate development process.
    - Key players and stakeholders in real estate development.

- Stages of Real Estate Development:
    - Conceptualization and initiation.
    - Feasibility analysis.
    - Site selection and acquisition.

- Feasibility Analysis and Project Planning:
    - Market analysis and demand assessment.
    - Financial feasibility and risk analysis.
    - Project planning and scheduling.

Day 2:

Site Selection and Acquisition

- Site Selection Criteria:
    - Evaluating location and accessibility.
    - Zoning regulations and land use considerations.
    - Environmental impact assessments.

- Site Acquisition Process:
    - Negotiation strategies for land acquisition.
    - Legal due diligence.
    - Land acquisition financing options.

- Design and Construction Management:

- Engaging architects and design professionals.

- Managing the design process.

- Construction management best practices.

- **Project Management Tools:**

  - Utilizing project management software.

  - Effective communication and documentation.

Day 3:

Residential Property Development

- **Residential Market Analysis:**

  - Understanding market trends and demographics.

  - Identifying target market segments.

- **Design Considerations for Residential Properties:**

  - Architectural styles and consumer preferences.

  - Sustainable and green building practices.

- **Construction Management for Residential Projects:**

  - Overseeing construction phases.

  - Quality control and safety management.

- **Sales and Marketing Strategies:**

  - Developing effective sales campaigns.

  - Utilizing digital marketing and social media.

Day 4:

Real Estate Strategy and Management

- **Strategic Planning for Real Estate Projects:**

  - Setting long-term goals and objectives.

  - Analyzing market opportunities and threats.

- Portfolio Management and Diversification:

  - Building a diversified real estate portfolio.

  - Risk management strategies.

- Lease Negotiations and Property Management:

  - Key elements of lease agreements.

  - Strategies for successful lease negotiations.

  - Best practices in property management.

- Exit Strategies and Property Disposition:

  - Timing and methods for property disposition.

  - Maximizing return on investment.

Day 5:

The Role of Proptech and Advanced Analytics in Real Estate

- Introduction to Proptech:

  - Overview of Proptech and its impact on the industry.

  - Key Proptech tools and platforms.

- Property Analytics:

  - Data analytics for real estate decision-making.

  - Predictive analytics and market forecasting.

Registration form on the Training Course:
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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Full Name (Mr / Ms / Dr / Eng): ....
Position: ....
Telephone / Mobile: ....
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Official E-Mail: ....

Company Information

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City / Country: ....

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): ....
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Telephone / Mobile: ....
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☐ Please find enclosed a cheque made payable to Global Horizon

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