



*Training Course:
Real Estate Development and Mastering
Investment Strategy for Directors*

*25 August - 5 September 2025
London (UK)
Landmark Office Space - Portman Street*

Training Course: Real Estate Development and Mastering Investment Strategy for Directors

Training Course code: SC235956 From: 25 August - 5 September 2025 Venue: London (UK) - Landmark Office Space - Portman Street Training Course Fees: 9800 € Euro

Introduction

Welcome to the "Real Estate Development and Mastering Investment Strategy for Directors" training program, a specialized course crafted by Global Horizon Training Center. This intensive 10-day program is tailored for senior executives, directors, and professionals who aim to lead strategic growth and investment in the dynamic real estate sector. Merging two powerful themes—strategic business development and real estate investment—the program delivers deep insights into market trends, financial modeling, risk management, and innovation.

Participants will acquire the tools to drive sustainable development, identify high-return opportunities, and align investment decisions with long-term organizational goals. Through real-world case studies, simulations, and hands-on exercises, this program ensures mastery of both strategic business and real estate-specific investment planning.

Objectives

By the end of the course, participants will be able to:

- Gain advanced knowledge of the real estate development lifecycle and strategic investment principles.
- Conduct effective market research, analyze financial returns, and assess investment risks.
- Build and manage real estate portfolios aligned with organizational strategy.
- Navigate financing mechanisms including equity, debt, and public-private partnerships.
- Lead cross-functional teams through strategic initiatives and manage stakeholder expectations.
- Utilize innovation, PropTech, and analytics in real estate investment.
- Craft and execute comprehensive real estate development and investment plans.

Target Audience

This course is ideal for:

- Real estate directors and senior executives
- Chief Business Development and Investment Officers
- Project managers and property developers
- Financial analysts and asset managers

- Government officials involved in real estate planning
- Urban planners and strategic consultants

Course Methodology

- Case study analysis and group workshops
- Interactive lectures and facilitated discussions
- Real estate financial modeling and investment simulations
- Strategic planning labs and scenario development
- Peer learning and leadership exercises

Organizational Impact

- Enhanced leadership capabilities in real estate and investment decisions
- Strategic alignment between corporate growth plans and real estate ventures
- Informed and data-driven real estate development choices
- Greater efficiency in financing, risk management, and resource allocation
- Improved stakeholder communication and investor confidence

Course Outline

Day 1: Strategic Business Development in Real Estate

- Defining business development in real estate
- Aligning real estate initiatives with strategic vision
- Exploring market expansion through strategic partnerships
- Case studies on transformative real estate developments

Day 2: Market Research & Competitive Positioning

- Techniques in real estate market analysis
- Identifying customer segments and demand patterns
- Analyzing competitive landscapes

- Workshop: Market entry strategy for a new development

Day 3: Investment Valuation and Financial Modeling

- Cap rate, IRR, ROI, and cash-on-cash return explained
- Sensitivity analysis and scenario modeling
- Building a real estate investment pro forma
- Applied session: Creating an investment model

Day 4: Real Estate Financing and Capital Structuring

- Mortgage loans and debt structuring
- Joint ventures and syndications
- Equity vs. debt: strategic implications
- PPPs and their role in urban development

Day 5: Real Estate Development Lifecycle

- Site selection, acquisition, and feasibility studies
- Design, construction, and contractor management
- Managing residential and mixed-use developments
- Risk mitigation throughout the development cycle

Day 6: Risk Management and Legal Considerations

- Legal due diligence and regulatory frameworks
- Managing development and investment risks
- Structuring contracts and lease agreements
- Compliance and dispute resolution

Day 7: Innovation and PropTech in Real Estate

- Emerging technologies reshaping real estate
- The role of PropTech in valuation and asset management

- Smart buildings, IoT, and data-driven decision-making
- Case studies of PropTech applications

Day 8: Strategic Planning & Real Estate Portfolio Management

- Strategic goal setting and KPI alignment
- Portfolio diversification and repositioning
- Lease negotiation and asset performance
- Exit strategies and asset disposition

Day 9: Leadership in Investment Strategy

- Leading investment teams and decision-making processes
- Communicating investment plans to stakeholders
- Balancing innovation with risk in portfolio expansion
- Executive leadership exercises

Day 10: Capstone Workshop - Integrated Development & Investment Strategy

- Group simulation: Building a real estate development and investment plan
- Presentations and peer feedback
- Final evaluation and strategy refinement
- Certification and closing remarks

Registration form on the Training Course: Real Estate Development and Mastering Investment Strategy for Directors

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
Position:
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Company Information

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Address:
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Full Name (Mr / Ms / Dr / Eng):
Position:
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Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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