



Jointly developed by REDAS and NUS Real Estate, the course is designed to equip executives in the industry and those considering a career in real estate with a solid understanding of the principles and practice of property development.

Real Estate Development Enterprise Executive Course

Date:

25 & 26 November 2015 (2 days course)

Venue:

REDAS
190 Clemenceau Avenue
#07-01 Singapore Shopping Centre
Singapore 239924

CPD Accreditation

Society of Project Managers: 11 CPD Points



Target Audience

- ✓ Executives in the industry who are interested to gain a solid understanding of the principles and practice of property development.
- ✓ Experienced practitioners desiring a refresher and networking with professionals and industry leaders.

Course Fees (incl. of GST)

- \$1,605*** (\$1,091.40 tax savings under PIC[^])
**Discounted rate for REDAS members and Non-members who register before/on 9 Nov 2015 or who register in groups (minimum 2 per group from the same organization).*

Registration after 9 Nov 2015

- \$1,819** (\$1,236.92 tax savings under PIC[^])

[^]Eligible participants may utilize the Productivity and Innovation Credit (PIC) Scheme to enjoy 400% tax deductions/allowances. For more details, please visit <http://www.iras.gov.sg/irashome/PIcredit.aspx>

Understand Real Estate as an Enterprise

Know the Real Estate Development Process

Learn to analyse the Real Estate Market

Gain knowledge on securing Development Sites

Appreciate the Financial Evaluation of Development Projects

Comprehend Financing of Development Projects

Hear from expert practitioners and industry leaders

Share your thoughts and experiences

Receive a Certificate of Completion awarded by REDAS-NUS

Real Estate as an Enterprise

Developers are “fountainheads” of the real estate industry. What does it take to be an entrepreneur at the top of the real estate development stream?

Real Estate Development Process

An overview of how the development process works. Who are the players? What is their motivation? How do they create value?

Real Estate Market Analysis

Understand the mechanics of market research and feasibility studies. When, where and what development mix? How do you feel the pulse of the market?

Securing Development Sites

Land is the defining aspect of real estate development. Highest and best use at what price?

Financial Evaluation of Development Projects

Projects that pass financial screening get built and the rest are pipe dreams. How does a project make the cut and make it to market?

Financing Development Projects

Real estate development requires sizeable capital injection. What financing structure to ensure success?

Case Study

Illustration, synthesis and application of real estate development concepts and tools using a case study.

Principal Instructor



Dr Joseph Ooi, Associate Professor, Department of Real Estate, NUS

A winner of multiple teaching awards, Dr Ooi has published many research papers on REITs and won the NUS Outstanding Educator Award in 2012. He is concurrently the Deputy Head (Academic) and Director of the Graduate Certificate in Real Estate Finance (GCREF) at the Department of Real Estate, as well as the Deputy Director (Development) at the Institute of Real Estate Studies in NUS. Dr Ooi was also an external examiner for University of Reading and sits on the editorial board of nine real estate journals. Winning more than fifteen international awards for his research, Dr Ooi was awarded the Dean's Chair in 2015 in recognition of his acknowledged outstanding and impactful scholarly accomplishments.

Real Estate Development Enterprise Executive Course Wednesday, 25 November 2015 (Day 1)

9:00am – 9:30am	<u>Registration & Breakfast*</u> Time to connect and share with your industry peers!
9:30am – 12:00pm	<u>Real Estate Development Process</u> An overview of how the development process works. Who are the players? What is their motivation? How do they create value?
12:00pm – 1:00pm	Lunch Time*
1:00pm – 3:00pm	<u>Securing Development Sites</u> Land is the defining aspect of real estate development. Highest and best use at what price?
3:00pm – 3:30pm	Tea Break*
3:30pm – 5:30pm	<u>Real Estate Market Analysis</u> Understand the mechanics of market research and feasibility studies. When, where and what development mix? How do you feel the pulse of the market?

Real Estate Development Enterprise Executive Course Thursday, 26 November 2015 (Day 2)

9:00am – 9:30am	Morning Breakfast*
9:30am – 11:15am	<u>Financial Evaluation of Development Projects</u> Projects that pass financial screening get built and the rest are pipe dreams. How does a project make the cut and make it to market?
11:15am – 1:15pm	<u>Financing Development Projects</u> Real estate development requires sizeable capital injection. What financing structure to ensure success?
1:15pm – 2:30pm	Networking Lunch*
2:30pm – 4:30pm	<u>Case Study</u> Illustration, synthesis and application of real estate development concepts and tools using a case study.
4:30pm – 4:45pm	Tea Break*
4:45pm – 6:00pm	<u>Executive Roundtable</u> In-depth interaction with leading real estate industry practitioners. What happens after a project is completed? How do we market, manage and maintain real estate?
6:00pm	<u>Presentation of Certificate</u> REDAS-NUS certificate of completion presentation ceremony

**Note: Breakfasts, Networking Lunches and Tea Breaks are provided.*

Real Estate Development Enterprise Executive Course

25 & 26 November 2015

Company Information

Company			
Address			
Contact Person		Designation	
Tel No		Email	
Company Stamp			

Payment

\$1,605* (\$1,091.40 tax savings under PIC[^])

*Discounted rate for REDAS members and Non-members who register before/on 9 Nov 2015 or who register in groups (minimum 2 per group from the same organization).

No. of Participant (s)

X

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Registration after 9 Nov 2015

\$1,819 (\$1,236.92 tax savings under PIC[^])

**All fees inclusive of 7% GST
*All fees include breakfasts, networking lunch, tea breaks, and course materials
Please submit PIC scheme application to enjoy the tax savings!

**Closing date: 16 Nov 2015
No refunds or cancellation after the issuance of Confirmation Letter and "no shows"

Enclosed Crossed Cheque No.

Cheque should be made payable to

REDAS
190 Clemenceau Avenue
#07-01 Singapore Shopping Centre
Singapore 239924

Participants Information

	Participant 1	Participant 2	Participant 3
Name			
Designation			
Email			
Years of Experience			
Prior Real Estate Training / Qualification	Yes / No	Yes / No	Yes / No