INDUSTRY SPECIFIC

REAL ESTATE DEVELOPMENT

AUG 18 - 20, 2013

Real Results through Learning
Real Estate Development

As real estate markets around the world continue to rebound from the Global Financial Crisis, many lessons have been learned about the relationship between risk and return. This is perhaps no more evident than in the real estate development sector, where capital and market dynamics shifted dramatically and called into question many of the assumptions that were taken for granted by developers around the world. Survivors were characterized as those firms with long operating histories and rigorous knowledge of products and markets in which they conducted business.

The objective of this course is to expose students to a series of topics related to the real estate decision-making process in the development sector. Real estate development can be viewed as an interdisciplinary field, with linkages to areas of economics, law, finance, marketing, and management. In this seminar, we will discuss the most important aspects of the real estate development process and equip students with the tools and knowledge to make better informed real estate decisions. The underlying theme of our discussions will be focused on the relationship between risk and return in real estate development. The course will include guest speakers with expertise in various categories of real estate development in India and will share state of the art concepts being employed in the local market place. Participants will have an opportunity to share the challenges and opportunities that they face in their own markets. This will offer participants the opportunity to hear of, and participate in, the challenges facing real estate developers in India today.

Programme content

• How to better understand what it takes to create a successful real estate development project
• Common mistakes made by developers and tools for managing risk
What you will gain

Through this programme, you will gain a better understanding of the global best practices followed in the real estate decision making process. You will have an opportunity to discuss and manage challenges and opportunities faced in your own market. Also, real estate being a local-specific business, you will gain insights on how to apply global best practices to your own local context.

Faculty

Tony Ciochetti is the Elmo James Burke Jr. Chair in Real Estate Finance and Development at College of Business at The University of Texas at San Antonio. He previously served as the Thomas G. Eastman Chair and chairman of the Center for Real Estate at the Massachusetts Institute of Technology.

Ciochetti’s areas of expertise include commercial mortgage credit risk and the role of real estate within pension plan portfolios. His work has appeared in leading scholarly journals, and he regularly consults on behalf of investment banks, institutional clients and development companies.
Programme fee
INR 1,00,000 plus tax
Fee includes food and accommodation at the ISB campus or at an equivalent facility based on availability.

Programme dates
The programme starts at 9.00 am on Aug 18, 2013 and concludes at 7.00 pm on Aug 20, 2013

Venue: ISB, Hyderabad Campus

How to apply
• Download the application form from www.isb.edu/cee/apply and follow the mailing instructions mentioned therein (or)
• Mail us at execced@isb.edu for more details (or)
• Write to us or call us at the contact details mentioned on the back page

Few Participating organisations from previous years
• Aditya Construction Co.
• Ashiana Housing Ltd
• Concorde Housing Corporation Pvt Ltd
• Omkar Realtors & Developers Pvt Ltd
• Tater Group of Companies
• The Wadhwa Group
• Team Taurus
• Indu Projects Ltd
• K Raheja Corp. Services Pvt Ltd
• My Home Construction Pvt Ltd

Other programmes recommended
• Negotiation Strategies
  Oct 14 - 15, 2013 - Hyd
  Feb 11 - 12, 2014 - Hyd
“The role of senior professionals in management is to frame the rules for the rest of the organisation to play out. CEE gives you the opportunity to learn to make these rules.”

Sajam Abdul Salam, Manager (HR), ING Life Insurance

Being part of the ISB CEE Alumni makes business sense

ISB CEE has a strong alumni community of more than 22,000 business leaders, senior professionals and entrepreneurs. Participation in CEE programmes makes you a part of this elite and vibrant community and gives the opportunity to network with high-achieving peers across diverse industries. CEE alumni gain exclusive access to premium learning events, including speaker series, conferences and learning sessions.