



Civil Engineering

**Achieving Excellence and Leadership in
Manage the Lands and Properties**

Course Introduction

This program explores how forward-thinking real estate leaders are positioning their firms to seize growth opportunities and maximize asset value. Equipped with new strategies for enhancing operational efficiency, navigating market change, and unlocking new sources of capital, you will be ready to help your company compete more successfully in an increasingly complex industry.

Focused on the best practices and emerging trends in the global real estate industry, this program helps you expand your real estate expertise and strengthen your strategic decision-making capabilities. You will gain critical insights into the finance and leadership issues facing the real estate development, design, and construction industries—and return with the frameworks to structure your organization for long-term growth.

Target Audience

- Director of land management
- Director of the real estate land sector
- Real estate and Land Marketing Manager
- Real estate planners

Learning Objectives

- Maintaining excellence.
- Achieve the strategic objectives in the real estate sector>
- Aligning strategies with the latest global practices.
- Consolidate the position of the real estate sector and enhance its leading role at the Regional and global levels.
- Formulating the necessary legislation to regulate the real estate Land Department
- Spreading Lands and Properties knowledge and culture

- Providing unique real estate services, including documenting real estate transactions, supporting investment leadership.
- Effective cooperation between various sectors and institutions, which include: the Real Estate Regulatory Authority, the Real Estate Development Sector, The real estate registration sector and the institutional support sector.
- Developing registration systems to keep pace with the latest international systems
- Promoting a culture of competitiveness and excellence.
- Achieving sustainable urban development
- Adopting the comprehensive concept of integrated quality of life.
- Develop an integrated strategy for real estate development.
- How strategy helps real estate organizations grow
- Improving the sector's capabilities in the field of real estate regulation and oversight.
- Encouraging investments by creating the appropriate climate.

Course Outline

• Day 01

Introduction.

- Effective Property Management Advanced
- Property Management Foundations
- Implementation of a Real Estate Management System

Strategies For Success in Real Estate

- Real estate management
- Property Management Training
- Compliance with regulations.

• Day 02

Leading a Winning Property Management Team.

- Administration and risk management.
- Marketing and finance.
- Facility management.
- Communication skills.
- Adapt to new technology.
- Punctuality
- Negotiation Skills.

• Day 03

The role, skills and legal requirements of Property Managers.

- List a property, carry out a property valuation, and advertise a property.
- Manage the letting process, inventory and property viewings.
- Dealing with problem tenants, late payments and other issues.
- Show excellent client communication, time management and organisation skills.
- Demonstrate in-depth knowledge of changes in the UK property market.
- Maintain long-term relationships with tenants and respect their privacy.
- Identify the different types of tenancy and understand the tenancy agreement.-

• Day 04

Pathways to Property: Starting Your Career in Real Estate

- What is property, why do we need it and how is it developed?
- Who gets involved when developing property?
- The key issues impacting the property industry and the role that sustainability, globalisation and technology play in property investment, development and management
- How the industry will develop in the future
- The career opportunities available: roles in the industry and how to start building a career in property

• Day 05

Property Law and Management- Alison

- Discuss the importance of property rights
- Explain the formalities and legal implications of property law
- Outline the rights and responsibilities of a property owner
- Describe the guidelines and forms of co-ownership
- Explain the process of a mortgage
- Outline the associated risks and need for insuring the property
- Recognise the different security interests in property
- Evaluate the details of value added tax and property taxation on capital gains
- Discuss the tax relief provisions with your clients
- State the functions of property management companies
- Explain the property management process
- List the roles and responsibilities of property managers

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 26, 2025	May 30, 2025	5 days	4250.00 \$	UAE - Dubai
Aug. 11, 2025	Aug. 15, 2025	5 days	4250.00 \$	UAE - Dubai
Nov. 17, 2025	Nov. 21, 2025	5 days	5950.00 \$	Switzerland - Zurich