

# PROPERTY DEVELOPMENT PROGRAMME (PDP) 2024



## OUR FLAGSHIP PROGRAMME THAT SETS YOU APART!

Jointly presented by SAPOA and the Graduate School of Business (GSB) - University of Cape Town, our extremely popular flagship Property Development Programme (PDP) will now include a virtual layer of engagement to provide our delegates an interactive experience that our delegates have become accustomed to.

The combined experience of the SAPOA and GSB faculties, as well as having successfully hosted virtual events, the team has developed the insights and expertise to host this hybrid experience in a professional and interactive format. Our team of national and international expert lecturers will bring added-value to the programme in the areas of financial management, group dynamics, strategic thinking, negotiation, presentation skills and economics.

### COURSE FORMAT:

#### BLOCK 1

**Online:** 07 - 11 October 2024

#### BLOCK 2

**Online:** 21 - 25 October 2024

#### BLOCK 3

**GSB, UCT, Cape Town - "Face-to-Face":**  
28 - 01 November 2024

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### The Focus

Focusing on property finance, valuation, property law, negotiation, investment, development, marketing and management the delegates will find their skills and knowledge sharpened not only by the practical instruction and case studies, but also by the interchange of ideas with their course colleagues,

resulting in an extended basic knowledge in the principles and practices of property investment, development, marketing and management. The course provides a balance between theory and practice provided by academics and subject matter experts who are leading figures in the industry.

## The Objectives

To promote the profitability of attendance through high level management development.

To ensure delegates build long lasting business and personal relationships with course colleagues.

### TARGETED AT

Participants are drawn from various disciplines in the commercial property industry:

- Property development
- Financial management
- Legal
- Architectural
- Engineering
- Quantity surveying
- Building planning
- Broking sectors

### AREAS OF STUDY

- Economics
- Financial Management
- Marketing
- Viability, Feasibility and Valuation
- Contracts and Tenders
- Town Planning
- Property Management
- Property Law
- Property Taxation
- Strategic Thinking - Doing Business in the Chaotic World
- Projects

### PRE-REQUISITES

- 7 - 10 years of commercial or industrial property experience
- Middle to senior management level  
Preference will be given to candidates with tertiary qualifications
- Compulsory to submit your full CV for review purposes.

### DATE FOR 2024:

Start Date: 07 October 2024  
End Date: 01 November 2024

### COST FOR 2024:

SAPOA Members: R45.000.00 excl. vat  
Non-members: R68.250.00 excl. vat

## The Course Format

The learning process is stimulated through a combination of theory and practical sessions. The programme is extremely intensive, with online lectures scheduled from 08h30, week 1 & week 3 and group project in week 4. In some instances, delegates will be given pre-reading course materials and will be required to work outside of these times in preparation for the upcoming lecturers. Participation in lectures and groups is essential for the learning process.

In week 4, delegates will be required to attend a live site visit where they will be briefed and assigned their projects. During this week they will, as a group, be required to work on the project and do their presentation to a panel of judges at the end of the week.

### PRACTISING ARCHITECTS

The PDP is accredited by the SAIA in the area of CPD category: 1 • CPD credits: 12.5  
Accredited reference: CPD SAIA

### PRACTISING QUANTITY SURVEYORS

- The PDP is accredited by the ASAQS in the area of CPD category: 1  
• CPD credits: 17
- Accredited reference: CPD ASAQS

All applications will be screened. Only 64 delegates will be invited to attend the programme. The PDP Selection Committee will identify the most suitable candidates and reserve the right to accept or reject applications. As the programme intensifies, the delegates are required to work on their projects with long hours. Therefore it is for their best interest to book their accommodation close to the GSB.

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