



Professional Diploma in Real Estate Management

6 months
course
duration

Course Objective

Panjwani Institute of Business Studies & Technology brings the Professional Diploma in Real Estate Management to provide students and executives the latest industry-knowledge and business skills needed to succeed in Pakistan's real estate sector. The course emphasis is on practical real-world application and practice-based immersion in all phases of the real estate cycle—from conceptualizing, initiating and analyzing to negotiating, financing, and closing the transaction, and as well as property sales, marketing and brokering. Course participants would gain comprehensive knowledge and develop practical property business skills that traditionally take years to acquire.

Learning Investment:

Course Fee: PKR 65,000/- (The above investment is inclusive of course material, certificate, dinner, and business networking).

Payments shall be made through Cheque/Payorder in favor of “Panjwani Institute of Business Studies & Technology”.

Course fee can also be paid through Direct Deposit in any Bank Al-Habib Branch into PIBSAT's bank account as well as through local cheque.

Methodology:

A variety of methods are used including lectures, presentation, discussions, group work, question & answers, small and large group exercises, role plays etc.

Recommended for:

Recommended for Real Estate Professionals, Professionals from the Allied Sectors, for e.g., Banking, Finance, Insurance, etc., Professional who are Planning to start Real Estate Development or Brokerage Firm, Fresh Graduates / Final Year Students (all streams) who want to build a career in this sector.

Customized Curriculum

LEVEL 1

- Introduction to Real Estate Business & Industry
- Fundamental of Real Estate
- Property Law & Practices
- Property Management and Procedures
- Essential for Real Estate Agents and Practices
- Real Estate Legislation, Approval from Authorities
- Fake File Identification
- KDA File Sequence
- Taxes and Surcharge Calculation
- Real Estate Appraisal
- Case Studies and Site Visits

LEVEL 2

- Real Estate Entrepreneurship
- Real Estate Deal Structuring
- Real Estate Marketing
- RERA, UAE Real Estate Regulatory Authority
- Dubai Real Estate Laws
- Communication & Selling Skills
- Public Relation & Advertising

Key Features of the program

1. A unique 'Professional Diploma in Real Estate Management' Program offered in Pakistan.
2. Comprehensive curriculum from global real estate industry localized for Pakistani market.
3. Innovative and practical teaching methodology suited to industry requirements.
4. Course delivery by real estate industry professionals from Pakistan's largest real estate companies.

Further Details & Information:

City Campus: Suite # 610. 7th Floor Al-Samad Tower, Block 13-B, Opposite Masjid, Baitul Mukkarram, Gulshan-e-Iqbal, Karachi.
Main Campus: ST-1, SDECH Society, Shareh-e-Qadafi Deha Halkani Adjacent Gulshan-e-Bihar, Orangi Town, Karachi.

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