



Strathmore Business School

Real Estate

Executive Seminar

Executive Education

Introduction

The real estate industry in Africa is on the cusp of an historic expansion. The establishment of economic blocks, rapid urbanisation, economic growth and accelerating household formation are all expected to fuel unprecedented demand. As a result, investors worldwide are taking a greater interest in Africa's urban property sector.

To benefit from these developments, the regional building industry needs to transform and reposition itself. Otherwise, it is at risk of being eclipsed by the challenge of nimble and well-resourced competitors from more sophisticated markets.

SBS's Real Estate Executive Seminar aims to fill this gap. The first seminar of its kind in the region, this unique seminar provides industry leaders a forum to reflect on trends in the industry and rapidly increase their technical capacity to manage larger, more complex transactions. The seminar also equips executives with globally-competitive skills in areas like strategy and negotiation.

Objectives

The seminar brings industry leaders together with real estate practitioners and world-class faculty to explore industry trends, examine best practices and apply effective management techniques to compete successfully in today's evolving property industry.

Content

The Real Estate Executive Seminar explores financial, technical, strategic and policy issues that currently confront real estate development, construction and investment. Participants will enhance their real estate expertise and decision-making capabilities by exploring the latest approaches to industry-specific economic and feasibility analysis, project finance, capital markets, strategy, leadership and negotiation.

"..indispensable for organizations aspiring to position themselves at the forefront of a transformed industry."

