



PDP | Property Development Programme

A DYNAMIC & REFRESHED COURSE FOR THE WORKING PROFESSIONAL



▶ COURSE PROFILE & OBJECTIVES

The extremely popular Property Development Programme is presented jointly by the Graduate School of Business (GSB) of the University of Cape Town, and SAPOA. This intensive two-week course, held at the GSB in Cape Town, is South Africa's premier management programme on property finance, valuation, property law, negotiation, investment, development, marketing and management. Delegates attending PDP 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. An experienced GSB faculty – supplemented by national and international instructors – will provide a strong base to the programme in the areas of financial management, group

dynamics, strategic thinking, negotiation and presentation skills and economics. The balance of the instruction and seminar leadership will come – sourced by SAPOA – from leading figures in the industry and from a series of projects, which will be undertaken on a competitive interteam basis. One long-term objective of the course is to promote the profitability of sponsoring companies through high level management development. In addition, delegates build longlasting business and personal relationships with course colleagues. Participants are drawn from the many disciplines that comprise the commercial property industry, for example, property development, financial, legal, architectural, engineering, quantity surveying, building planning and the broking sectors. The caliber of participants is traditionally very high and the standard of instruction is therefore pitched at senior and potential senior management.

▶ 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

▶ THE ADVANTAGES FOR ARCHITECTS AND QUANTITY SURVEYORS TO ATTEND THE PDP PROGRAMME

- By attending PDP you have the opportunity to network with some of the country's leading developers and financial institutions.
- These network links will provide you with contacts that will last "your entire professional life".
- It must be understood that the calibre of delegates which attend PDP is of the highest order and every delegate is a "rising star in their respective sector in the industry" yourself included.
- The way that PDP is structured, you will learn the intricacies of project development and the difficulties that developers face to ensure a project's success. This gives an Architect and Quantity Surveyor who has attended the course a distinct advantage over other Architects and Quantity Surveyors who do not have this background.
- In the 2nd week when working as a group on a project, the Architect and Quantity Surveyor has an excellent opportunity to demonstrate his/her skills not only to his/her group but the entire class of PDP 2018.
- SAPOA through the Education Committee has negotiated CPD points through SAIA.
- The UCT GSB is a registered educational institution, you're entitled to claim education levy is back from the Services Seti.

▶ COURSE DELEGATES - QUOTES

"I found the course to be exceptionally well organised. The schedule is time-consuming, so well done to the organisers on getting that right. I also noted that the most lively lectures were placed at the end of each day to help us finish on a positive note. Prof Viruly was really entertaining throughout the course – but his final speech was priceless!"
John Jack, Galetti Knight Frank

"Unbelievable. Going through it was painful, tiresome and somewhat rushed...but looking back, it was an amazing experience. I definitely recommend it. We will send two new recruits next year as well. The networking and meeting so many new people in the industry was the biggest highlight."
Ajay Mistry, Focus Project Management

"In a nutshell, the course's popularity is testament to how extremely well it's run. Learning the ropes about property finance, valuation, law, negotiation, investment, marketing, development and management – all key elements associated with our industry-is in itself more than enough to get one's

▶ COURSE DATE:

Date: 15 July - 27 July 2018
Venue: Graduate School of Business, UCT
Closing date: 18 May 2018
Note: Limited to 70 delegates

▶ GENERAL INFO AND CONTACT DETAILS:

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T: +27 (0) 11 883 0679 • F: +27 (0) 86 276 1865
E: eduofficer@sapoa.org.za • W: www.sapoa.org.za

Shireen Brown, Executive Education
Graduate School of Business (GSB)
T: +27 (0) 21 406 1370 • F: +27 (0) 21 406 1462
E: shireen.brown@gsb.uct.ac.za • W: www.gsb.uct.ac.za

COURSE DELEGATES - QUOTES..(continued)

head around in a short space of time. And the course conveners managed just that. The fact that it had to be intense illustrates how precisely the practicalities of all the elements were so expertly dovetailed into a real life situation to be handled from the perspective of a randomly, chosen diverse team with a spread of differing experiences."
Amanda Chiume, Investec Bank

"This course is a must for anyone who is considering a career in property development. From a professional point of view, if you find yourself already in this sector I highly recommend you attend this programme – you will bring a more holistic opinion and approach to the property development table."
Roy Davy, Interk

"For me personally, the biggest highlights of the course were the information sharing among the team members as well as the participation from inception. Winning was a team accomplishment from all the group effort, including the late hours we had to put in. Working together as a team to achieve the bigger picture and really putting egos aside will also remain with me. I would definitely want others to experience the course."
Mfundo Gxaba, Westgate Shopping Centre



▶ QUALIFY FOR CPD POINTS TO ATTEND THE PROPERTY DEVELOPMENT PROGRAMME AT A 5% DISCOUNTED RATE!

The PDP is accredited by the SAIA in the area of:

CPD category: 1 • CPD credits: 8.0
Accredited reference: CPD SAIA 2017-2019

The PDP is accredited by the ASAQS in the area of:

CPD category: 1 • CPD credits: 17
Accredited reference: CPD ASAQS 2017-2019

WESTERN CAPE: UNIVERSITY OF CAPE TOWN PDP | Property Development Programme



► Course Profile & Objectives

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seminar leadership will come – sourced by SAPOA – from leading figures in the industry and from a series of projects, which will be undertaken on a competitive interteam basis. One long-term objective of the course is to promote the profitability of sponsoring companies through high level management development. In addition, delegates build longlasting business and personal relationships with course colleagues. Participants are drawn from the many disciplines that comprise the commercial property industry, for example, property development, financial, legal, architectural, engineering, quantity surveying, building planning and the broking sectors. The caliber of participants is traditionally very high and the standard of instruction is therefore pitched at senior and potential senior management.

► Structure of the Course and Workload

A maximum of 64 delegates are selected to attend each PDP. The organisers will select delegates and reserve the right to accept or reject applications. The PDP

course is extremely intensive, with lectures and projects from 08h30 to 21h30, Monday through to Friday, hence the requirement that delegates live in recommended accommodation. The learning process is stimulated through a combination of class instruction, discussion, seminars and project work. This is supplemented by periods of private preparation, during which the delegate reviews the course material provided during the past day, and prepares for coming lectures. Participation in lectures and groups is essential for the learning process. Projects are assigned during the course, for completion by the groups. A final group project will be presented to a panel of judges. On the last evening of the course, delegates attend a dinner at a private venue to be advised, where they receive certificates from the GSB and awards are made for the final project. An assessment of each delegate will be forwarded to the sponsor and delegate on completion of the course.

► Areas of Study

- **Economics**
The course covers the present state and future prospects of the South African economy. It also offers a broad insight into the impact of domestic and international developments on the property market.
- **Financial Management**
Focusing on the role of the financial manager, this segment is designed to help management develop strategies to deal with change in the business climate. Topics include: cash management, return on investments, discounted cash flow and innovative financing.
- **Marketing**
Insight into the principles of marketing, sound marketing strategies and the opportunities for marketing property.
- **Viability, Feasibility and Valuation**
Assessment of the viability of projects. The segment on valuations will examine the broad economic principles of property valuations and the difference between cost and value.
- **Contracts & Tenders**
Topics include: Bills of Quantities, different types of building contracts, competitive tenders and negotiated contracts, competitive negotiation, how to reduce the overall planning and building period, and the standard building contract.
- **Town Planning**
Participants will be taken through the whole planning process, including procedures. The course gives an introduction to town planning and the establishment of townships, examines the legislative framework, the controls and design standards within which planners must work.
- **Property Management**
This segment deals with the management of income producing properties: commercial and industrial (factories, offices, shopping centres), residential, parking garages.

- **Property Law**

A review of legislation applicable to all property matters, including property legislation.

- **Property Taxation**

The principles and practicalities of taxation as they affect purchases, the sales of property, the design of buildings and complexes, and property management, including VAT. Possible future taxation scenarios as they affect property will also be discussed.

- **Strategic Thinking – Doing Business in the Chaotic World**

A pragmatic process of strategic thinking in order to help participants contextualise the inevitable challenges and opportunities of the future market place.

- **Projects**

The culmination of the course is the application of principles learned on the course to a theoretical property development in or around Cape Town. In addition, case studies and daily projects are set.

► Background to the Educational Programmes

Each year, SAPOA – in partnership with various tertiary Educational Institutions – presents a range of short courses and training programmes in commercial property. The PDP course is designed to meet the needs of middle and senior management positions in the commercial property industry. The number of delegates attending each course is limited, and it is recommended that application forms are processed and submitted urgently in each instance. The attached pages provide a synopsis of the Property Development Programme, as well as a registration form. Please make copies of the registration form for your own records.

► Group Discussions and Field Work Projects

The composition of the groups is as balanced as possible, with regard to the disciplines from which the participants are drawn. Groups will tackle projects such as:

- Valuation of a property
- Financing alternatives for property development or acquisitions
- Town planning implications of a given property

► More PDP Course Information

The emphasis on the PDP course is interactive participation, therefore the number of delegates on the programme is limited to 70. Due to the high standard of this course, the organisers reserve the right to select the appropriate delegates to attend this course. The composition of the groups is as balanced as possible, with regard to the disciplines from which the participants are drawn. Applicants will be advised of their acceptance by the end of June 2018 and will be supplied with all necessary information well in advance of the programme starting date.

- PDP ends with a formal dinner on Friday evening, 27 July 2018. Delegates depart on Saturday morning the 28 July 2018.
- Details regarding arrival and registration will be sent to delegates before the programme begins.
- GSB Facilities: Delegates will have access to computers in the seminar rooms, as well as free Wifi.

► 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**

* All fields compulsory

DELEGATE

Title

Surname

Known name

First name

ID Number

Age Gender Male Female

Race African Coloured Indian White

Email

Cell

Tel

Fax

Company

Current position

Number of years in current positions

Detailed property experience

Motivation

SPONSORING COMPANY/ ENTITY TO INVOICE

SAPOA Member? Yes No

Name of Company (or individual)

Main business of sponsoring company

Accounts contact person

Tel

Fax

Email (person responsible for payment)

Postal address in full

Postal Code

VAT registration

Please obtain signatures from your Line Manager in support of this application:
Name of line manager

Signature of line manager

Signature of applicant

Date

HIGHEST QUALIFICATION

Diploma Degree Honours Degree Masters Degree

Name of qualification

PROFESSIONAL TRAINING

Indicate priority by numbering NO MORE THAN TWO of the following categories of your own profession

<input type="checkbox"/> Architecture	<input type="checkbox"/> Developer on behalf of Institution / Company
<input type="checkbox"/> Residential	<input type="checkbox"/> Professional project manager
<input type="checkbox"/> Commercial / Industrial	<input type="checkbox"/> Legal
<input type="checkbox"/> Engineering	<input type="checkbox"/> Practicing attorney
<input type="checkbox"/> Civil	<input type="checkbox"/> Company legal advisor
<input type="checkbox"/> Structural	<input type="checkbox"/> Marketing / Broking
<input type="checkbox"/> Other (please specify) <input type="text"/>	<input type="checkbox"/> Management Development
<input type="checkbox"/> Financial / Investment	<input type="checkbox"/> Quantity Surveying
<input type="checkbox"/> Large institutions	<input type="checkbox"/> Town Planning
<input type="checkbox"/> Private practice	<input type="checkbox"/> Valuers
<input type="checkbox"/> Banking / Building Society	<input type="checkbox"/> Other (please specify) <input type="text"/>
<input type="checkbox"/> Property management & development	
<input type="checkbox"/> Developer with financial involvement	

As a consequence of the demand and the limited number of delegates the organisers reserve the right to be selective of applicants.

COURSE DATE

Date: 15 July – 27 July 2018
 Venue: Graduate School of Business, University of Cape Town
 Note: Limited to 64 delegates
 Closing Date: 18 May 2018

The course fee must be paid prior to attendance. An invoice will be issued on acceptance of your registration.

PROGRAMME FEE AND CANCELLATION POLICY

SAPOA Members R39 200.00 (excl VAT)
 Non-Members R51 000.00 (excl VAT)

DO NOT SEND YOUR PAYMENT WITH THIS APPLICATION – YOU WILL BE INVOICED ONLY ONCE FINAL SELECTION IS MADE.

CANCELLATION POLICY

Cancellations for the course must be received in writing, not later than two weeks before the course starts. In the event that the applicant cannot find a replacement, no refund will be made and the delegate will be liable for the full outstanding amount.

GENERAL INFORMATION

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PRINT

CLEAR FORM

► Accommodation Options

We have negotiated special rates with the hotels situated close to the breakwater Campus for our students and delegates.

NB: Must be booked directly with hotel. On enquiry, please mention that you will be attending a GSB programme to qualify for these special rates. The bookings are subject to standard terms & conditions as set by the hotel. These rates are subject to room availability, please book as soon as possible. A 1% Tourism levy may be added to your hotel accommodation bill.

Please contact persons below for hotel bookings directly:

Breakwater Lodge:

Belinda Betela
Tel: 021 406 1035
Fax: 086 589 1966
Email: belinda@bwl.co.za

Portswood and Commodore Hotels:

Tel: 021 415 1000
Fax: 021 415 1177
Email: portswood@legacyhotels.co.za
Email: commordore@legacyhotels.co.za

► Course Delegates - Quotes



"I found the course to be exceptionally well organised. The schedule is time-consuming, so well done to the organisers on getting that right. I also noted that the most lively lectures were placed at the end of each day to help us finish on a positive note. Prof Viruly was really entertaining throughout the course – but his final speech was priceless!" John Jack, Galeffi Knight Frank



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