



S A P O A

THE VOICE OF COMMERCIAL PROPERTY



UCT  
GRADUATE  
SCHOOL OF  
BUSINESS

UNIVERSITY OF CAPE TOWN



# PDP

PROPERTY DEVELOPMENT PROGRAMME

20 JULY – 1 AUGUST 2008

Sponsored by

**broll**

IN ASSOCIATION  
WITH  
**CBRE**  
CB RICHARD ELLIS



## ABOUT SAPOA

SAPOA (South African Property Owners Association) was established in 1966 by the leading and large property investment organisations to bring together all role players in the commercial property field and create a powerful platform for property investors. SAPOA is recognised as the representative body and official voice of the commercial and industrial property industry in South Africa, with a combined portfolio in excess of R150 billion. SAPOA members control ± 90% of all commercial and industrial property in SA. The association is held in high esteem by relevant sectors of government and is, accordingly consulted on all matters pertaining to the property industry. SAPOA enjoys representation on all the South African bodies which are key to the country's property development. Having established close working relationships with a number of similar bodies internationally. SAPOA members and the association benefit from worldwide networking on a variety of issues and arrange appropriate visits and meetings.

Neil Gopal

Chief Executive Officer: SAPOA



**NEIL GOPAL**

Chief Executive Officer





**Lebhoang Litha**

Chairperson – PDP  
Committee

## ABOUT PDP

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 inter-team 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 long lasting 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 calibre of participants is traditionally very high and the standard of instruction is therefore pitched at senior and potential senior management.





## ABOUT THE SPONSOR

Congratulations...

Broll Property Group is proud to once again be associated with SAPOA's Property Development Programme.

The acquisition of knowledge – and its subsequent application – is a key differentiating factor in a service organisation's offering. As participants in this year's programme you have already exhibited your thirst for knowledge, now it is up to each of you to apply that know-how in your career.

But it's not only about the information. The friendships struck here will likely grow and become part of the lasting legacy of the programme. People are what add real value to any business. Look around you, these people are likely to play ever-increasing roles in the South African property industry – and you're one of them.

From all of us at Broll; congratulations on completing the 2008 Property Development Programme.

Best wishes

Ken Gerber  
Director, Marketing  
Broll Property Group



**Ken Gerber**

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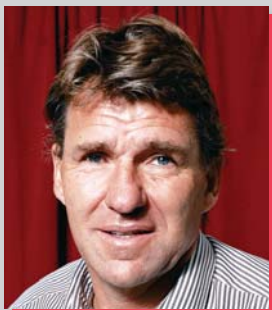
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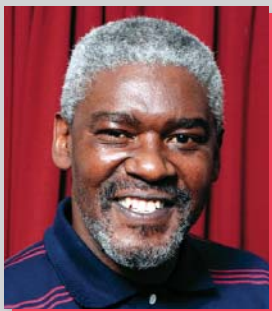


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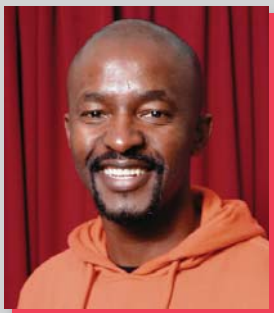
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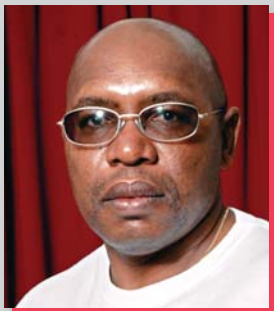




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