



Western Cape: University of Cape Town



PDP Property Development Programme

14 JULY - 26 JULY 2019 > 2 WEEK COURSE

► 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.

► 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 64. 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 March 2019 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, 26 July 2019. Delegates depart on Saturday morning the 27 July 2019.
- 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**
- **Compulsory to submit your full cv for review purposes.**

* 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: 14 July – 26 July 2019
 Venue: Graduate School of Business, University of Cape Town
 Note: Limited to 64 delegates
 Closing Date: 29 March 2019

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 R 41 500.00 (excl vat)
 Non-Members R 61 200.00 (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

Mafonti Morobi	Tracy Kimberley
SAPOA	Graduate School of Business (GSB), UCT
Education Officer	Executive Education
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W: www.sapoa.org.za	

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

► Delegates - Quotes

Mr Viresh Mahabeer – Bild Architects (Pty) Ltd

Apart from being part of the winning team and working with these interesting & unique team members, I enjoyed developing new contacts and friends with some amazing people. The venue is superb, having the ocean & mountain in sight, there is no better place to gain all of this knowledge.

Ms Lynn January – Growthpoint Properties

Our facilitator Prof Viruly with his formidable support team made the course seamless and a pleasure! Prof was an inspiration with a wealth of knowledge with just the right mix of passion, humour and discipline.

Mr Yongama Mabece – Public Investment Corporation (PIC)

I come from a property valuation background and in my profession I usually get involved with the final product like valuing a new development or the completed property. In this programme I had an opportunity to get a sense of what goes on from the inception stage of a development right up until the end when you have a complete development that you put out into the market. That for me and working with the different professionals was an invaluable experience that I enjoyed the most.