

MBA - REAL ESTATE MANAGEMENT (REM)

PROGRAM BROCHURE & PLACEMENT REPORT 2020-21



SCHOOL OF BUSINESS
MANAGEMENT
MUMBAI





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ACCREDITATIONS



NMIMS, Mumbai is India's premier business school and a leader in management education for the past 38 years. It is ranked one of the top-10 B-Schools in India. The meteoric growth of NMIMS is reflected in our core belief that learning is most fruitful when knowledge and expertise of individuals from various disciplines and diverse backgrounds are shared.

Diversity has always been the mainstay of the University as it provides a cutting edge to professional education. NMIMS School of Business Management educational experience aims to equip students with a bedrock of management skills to help them navigate through the complex business environment of today.

School of Business Management uses innovative approaches to develop socially responsible managers with global perspective for successful careers.



Top 5% schools in the world



Rank 22 by National Institutional Ranking Framework



NAAC Accreditation

NAAC Accreditation 3.59 CGPA and Grade A+



AICTE Letter of Approval 2018-19



MESSAGE FROM THE DEAN



Dr. Bala Krishnamoorthy

Officiating Dean, SBM, NMIMS, Mumbai

“Real estate is one of the most critical core sectors in the economy of any country. In India, it is also one of the most significant contributors to employment. The sector is gradually becoming transparent and more structured post the major disruptions because of GST, RERA and the NBFC crisis. However, the processes, planning, the due diligence exercises involved in developing and managing the traditional and new asset classes has made real estate management a highly specialized profession. The School of Business Management, NMIMS, has envisioned the MBA Real Estate Management (REM) Program to be a blend of comprehensive real estate curriculum and pioneering leadership education that creates responsible leaders who can contribute to the business goals of organizations and address to this increasing demand of qualified professionals in the sector.

The MBA (REM) Program at NMIMS fosters the School of Business Management's core Philosophies. SBM, NMIMS an AACSB accredited institute offers this MBA (REM) program which is a blend of real estate, construction and management designed by seasoned industry experts and veteran academicians that has a mix of theoretical and practical courses. It aids students in solving real life problems creatively by applying theoretical underpinnings. The program offers a foundation of management education and ensures hands-on learning experience. The program emphasizes developing core competencies among students and making them specialists in land purchase and development, valuation, consulting, marketing residential, commercial and industrial property, and facilities management. The curriculum is comprehensive, focuses on applied learning, and industry integration, thereby empowering students to identify and solve industry-wide challenges in real estate. They also learn from each other, sharing their experiences and perspectives. Guest Sessions, Industry immersions and real-time internships throughout their two years help them hone their skills and understand the best practices of the industry. Overall, the program equips students for careers in property valuation, development, sales, marketing, project management, investment and finance.

COVID-19 has put a dent to the growth of the global economy, however the resilience of real estate sector is commendable. The sector is seeing a dawn inspired by the rise of private equity investments, emergence of new asset classes, increased consumer spends. As the economy is heading towards recovery, we hope the sector also blossoms into the new era of enhanced transparency and growth.

In this report, we present the program's accomplishments. I welcome you to read some of our successes as we progress in our journey to become a pioneer in real estate management education.”





Dr. Alaknanda Menon
Program Chairperson, MBA- REM

" The real estate sector in India is undergoing a major shift and is characterized by myriad changes in terms of regulations, emerging asset classes, enhanced digitization and industry consolidation. Owing to the complexity of transaction structures and ever changing market dynamics, the need for trained professionals has increased manifold. The sector requires professionals with high caliber who can adapt to the changing environment and contribute to the growth of the organization across the multiple specialized functions of the sector.

The MBA Real Estate Management at the School of Business Management NMIMS, Mumbai is a specialized program which helps students to cultivate and hone the skills required for managing the business in such an dynamic specialized sector. The program offers a blended learning experience, where in the students along with the classroom learning, work with organizations on live industry projects right from day one all throughout the two years. They spend two days every week working with an organization learning several aspects of the business, with each trimester focused on one of the key functional areas of business such as sales and marketing, finance, project, operations and research. The students also get an opportunity to understand the nuances of International markets through the curated International Immersion program. They get to see, observe and discuss the best practices adopted by market leaders in the global arena. Curriculum designed by industry veterans across the sectors' multiple functional areas enables students to develop competencies on land, valuation, regulations, project management, marketing, sales and finance of several asset classes including residential, commercial, warehousing and other emerging asset classes of co- living and co- working spaces.

In this report, we present the program's journey in building and nurturing students for a future in this super-specialized domain of real estate."



<p style="text-align: center;">TRIMESTER 1</p> <ul style="list-style-type: none"> • Urban Development • Real Estate Industry & Dynamics • Accounting & Finance 1 • Marketing Management • Economics for managers • Business Statistics • Business Communication 	<p style="text-align: center;">TRIMESTER 2</p> <ul style="list-style-type: none"> • Economics of Housing & Urban Development • Business and Construction Law • Accounting and Finance 2 • Organizational Behavior and HRM • Modern Construction Techniques • Operations Management • Construction Materials • Building Planning & Design Workshop 	<p style="text-align: center;">TRIMESTER 3</p> <ul style="list-style-type: none"> • Building Approvals and Documentation • Real Estate Investment Analysis • Quantity Surveying & Estimation • Real Estate & Infrastructure Value chain • Project Management • Building Services • Technology Application in Real Estate • Construction Safety Workshop 	<h2>1st YEAR</h2>
<p style="text-align: center;">TRIMESTER 4</p> <ul style="list-style-type: none"> • Tools and Techniques for scheduling and Project Planning • Real Estate Asset Class 1 • Real Estate Asset Class 2 • Strategic Management in Built Environment • Marketing in Real Estate • Managing Mega Projects • Facility Management 	<p style="text-align: center;">TRIMESTER 5</p> <ul style="list-style-type: none"> • Real Estate Transactions, Alliances & Joint Ventures • Real Estate Asset Class 3 • Real Estate & Infra Financing • Smart Cities • Global Infrastructure & Real Estate • Disruption in Built Environment • Negotiations Workshop 	<p style="text-align: center;">TRIMESTER 6</p> <ul style="list-style-type: none"> • Entrepreneurship in Infrastructure & Real Estate • REITs & INVITs • Public Policy & Infrastructure Development • Real Estate & Infrastructure Valuation • Independent Study & Dissertation 	

2nd YEAR



PROGRAM PEDAGOGY AND DESIGN



Trimester 3
Operation Internship



Trimester 4 & 5
Finance Internship



Final Placement

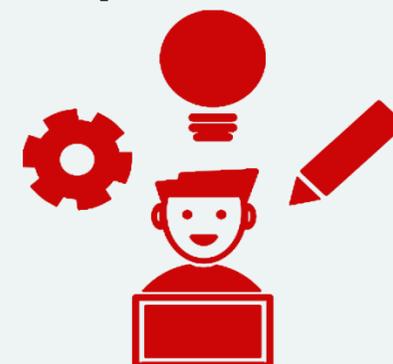
Trimester 1 & 2
Sales and Marketing Internship



Summer Internship

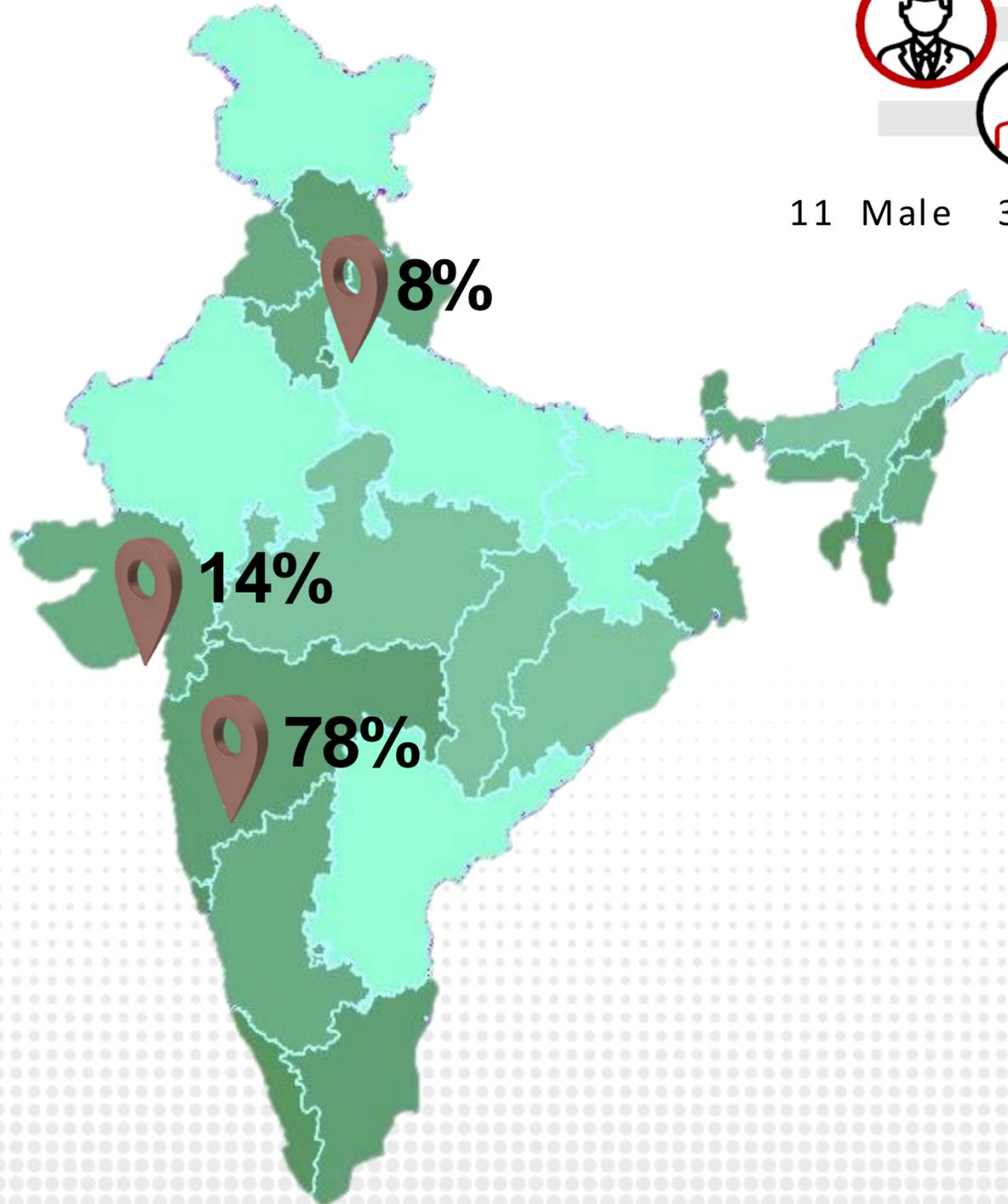


Trimester 6
Course of Independent Study



BATCH PROFILE 2020-22

Student Origin

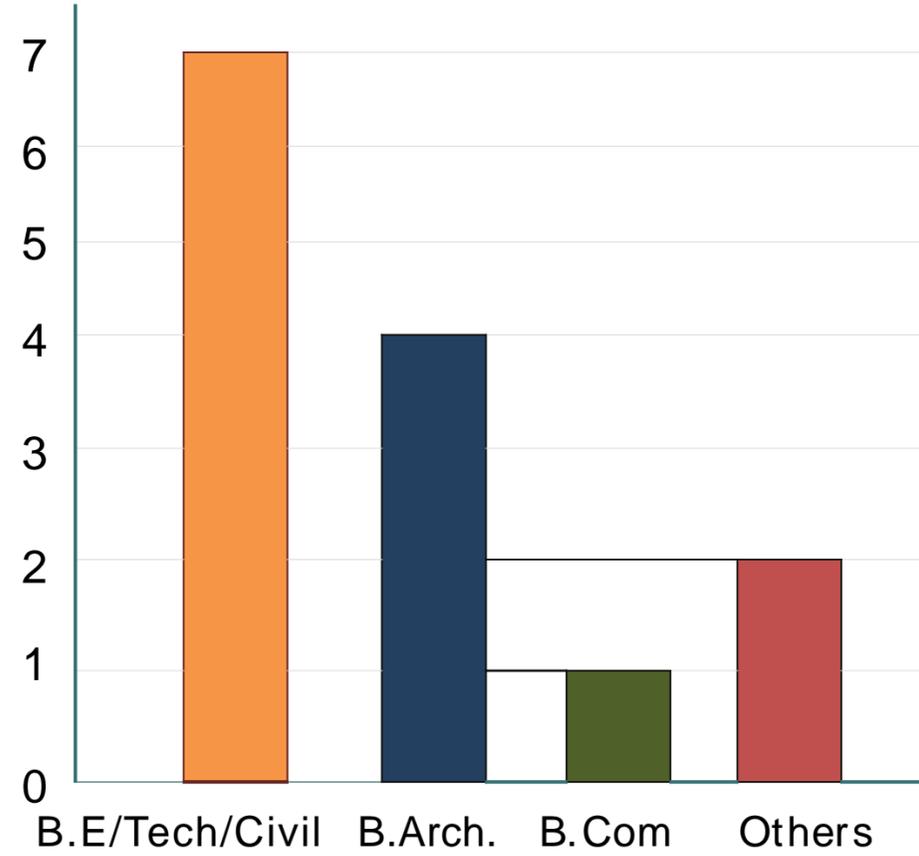


14 Students



11 Male 3 Females

Background



Summary

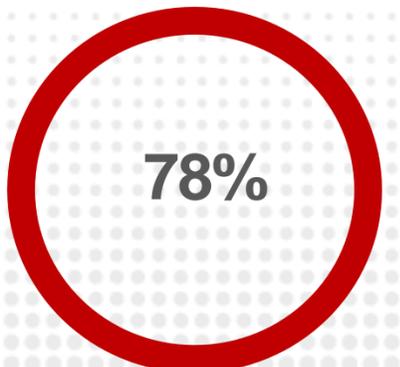
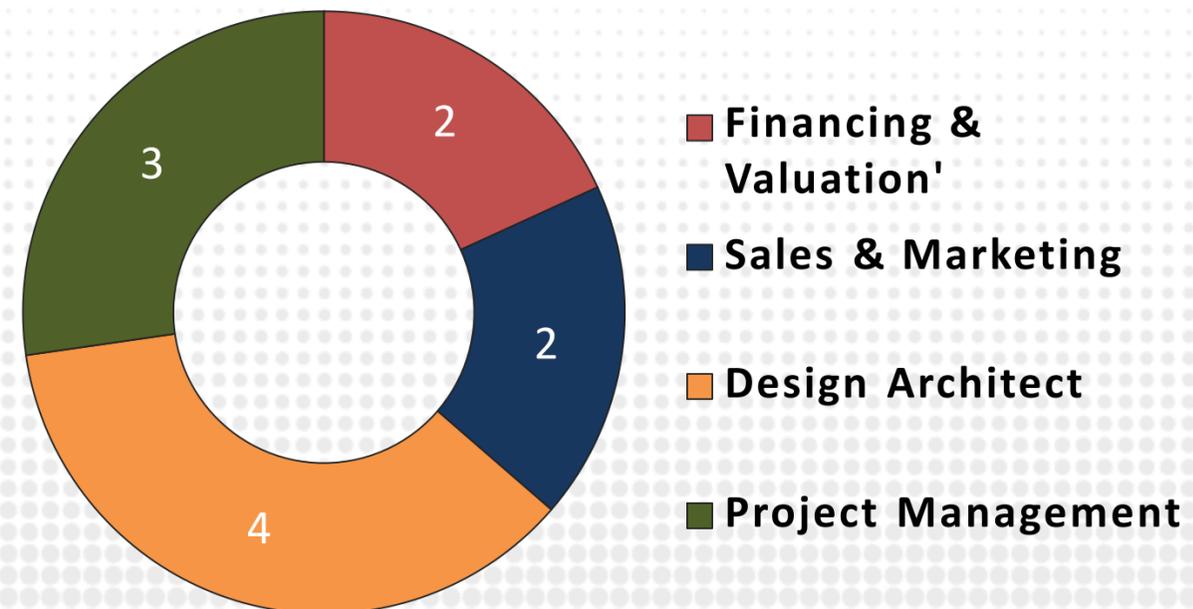


Average Work Exp.



Average Age

Work experience

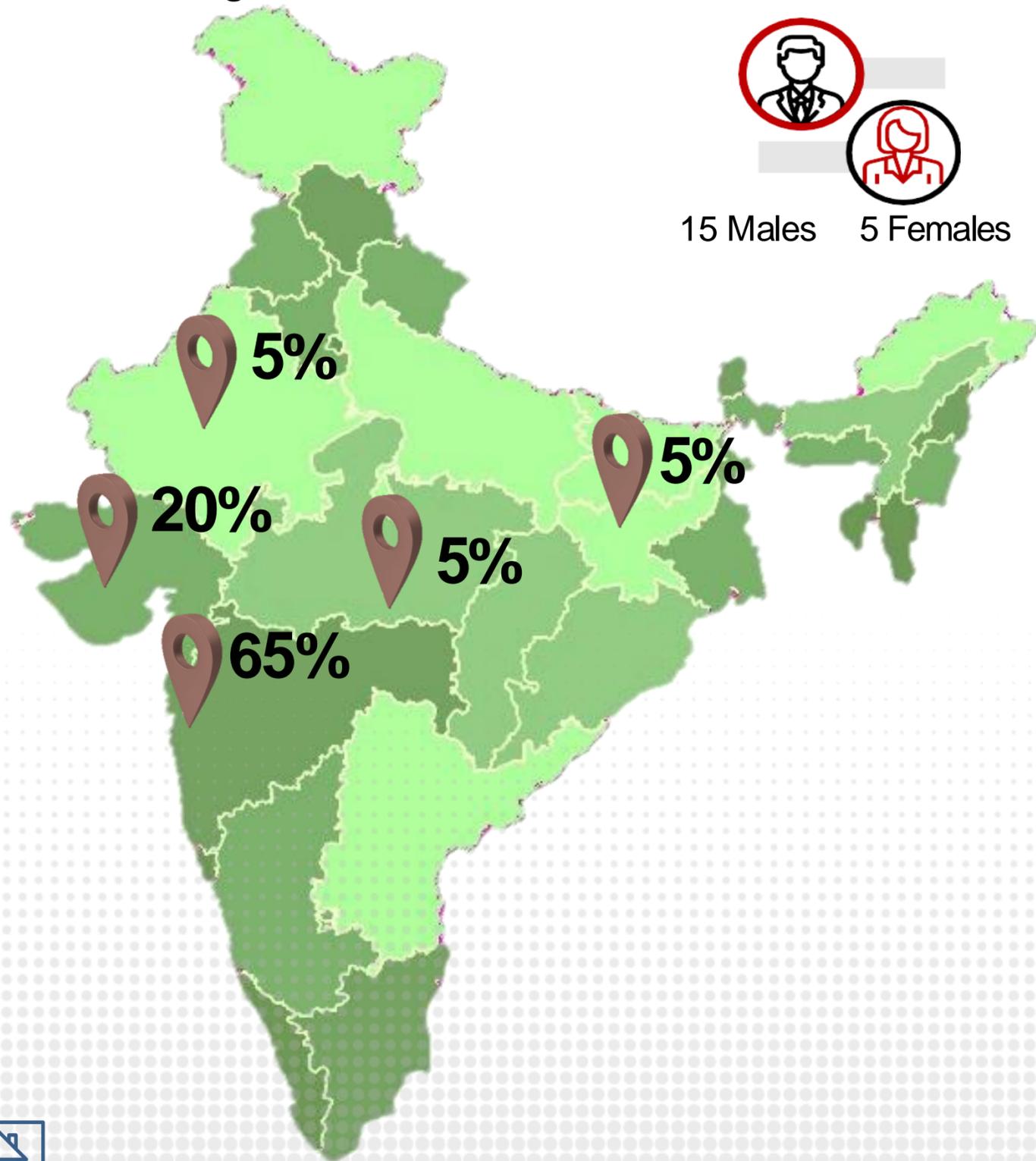


Students from Mumbai



BATCH PROFILE 2021-23

Student Origin



20 Students

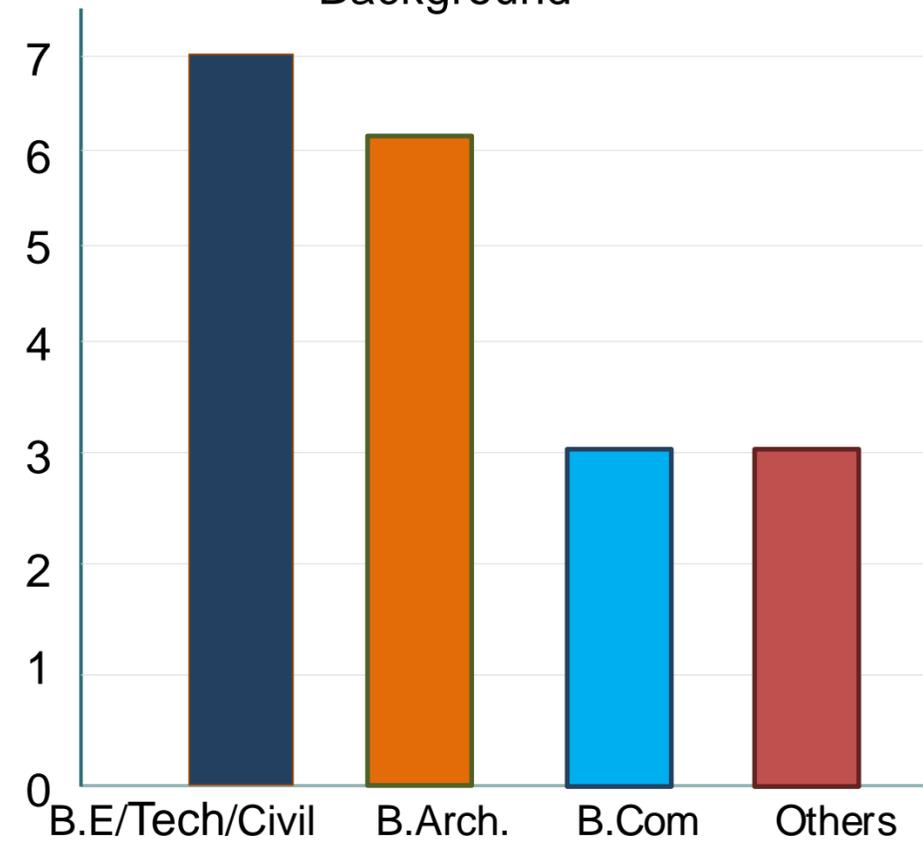


15 Males

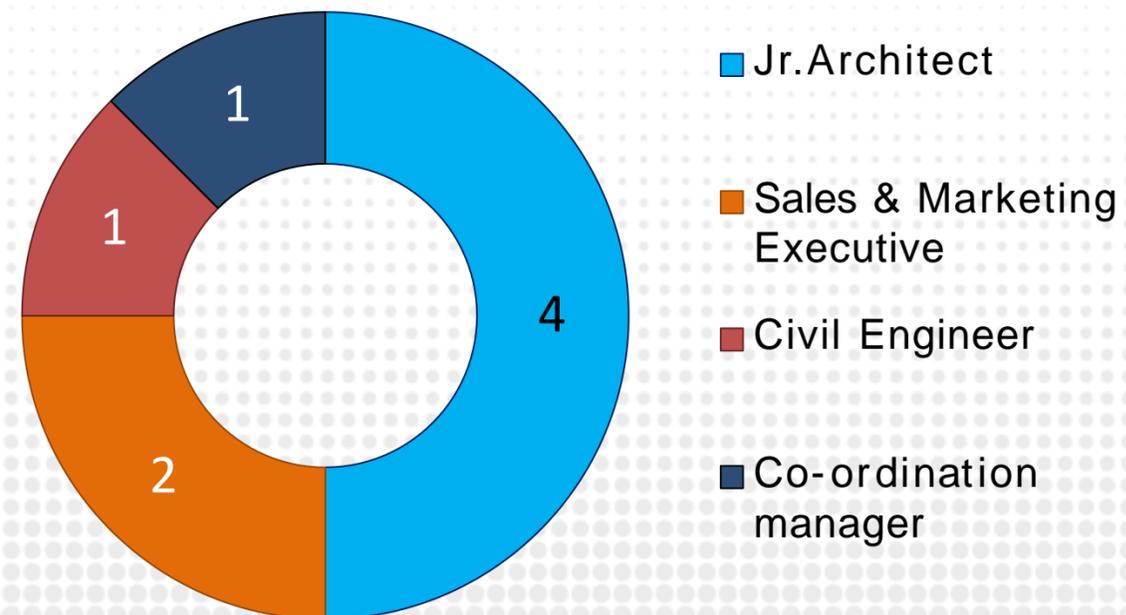


5 Females

Background



Work experience



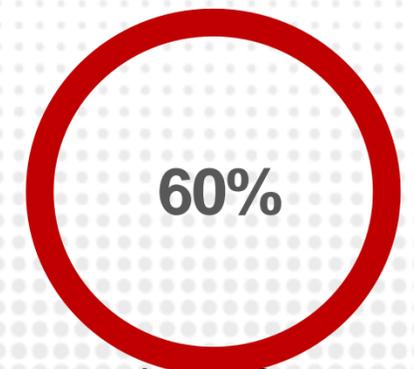
Summary



Average Work Exp.



Average Age

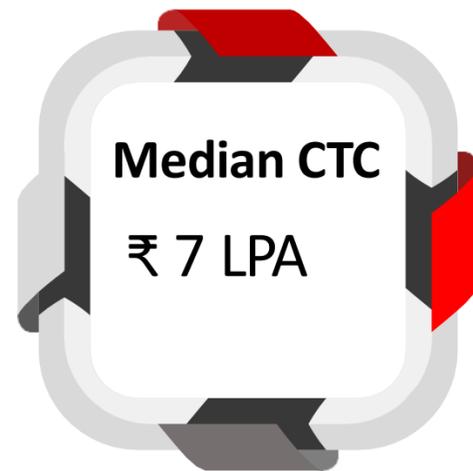
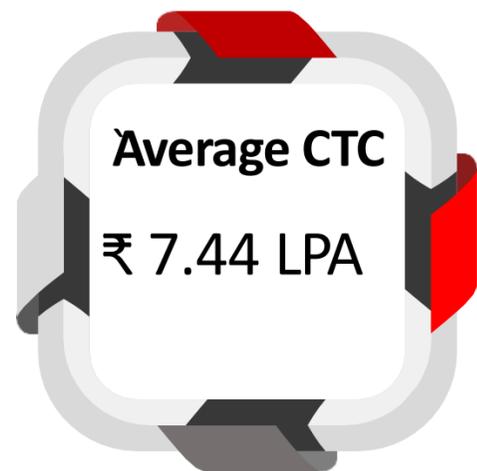
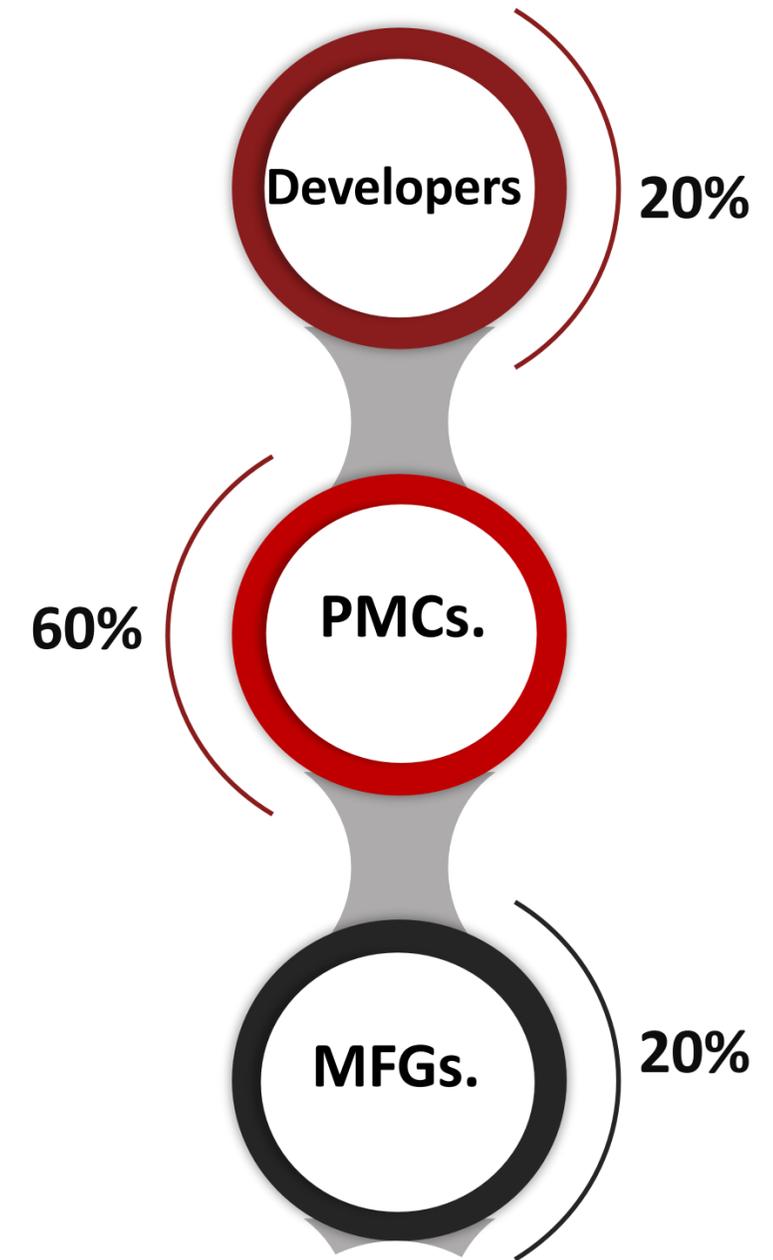


Students from Mumbai



FINAL PLACEMENT STATUS (2020-2021)

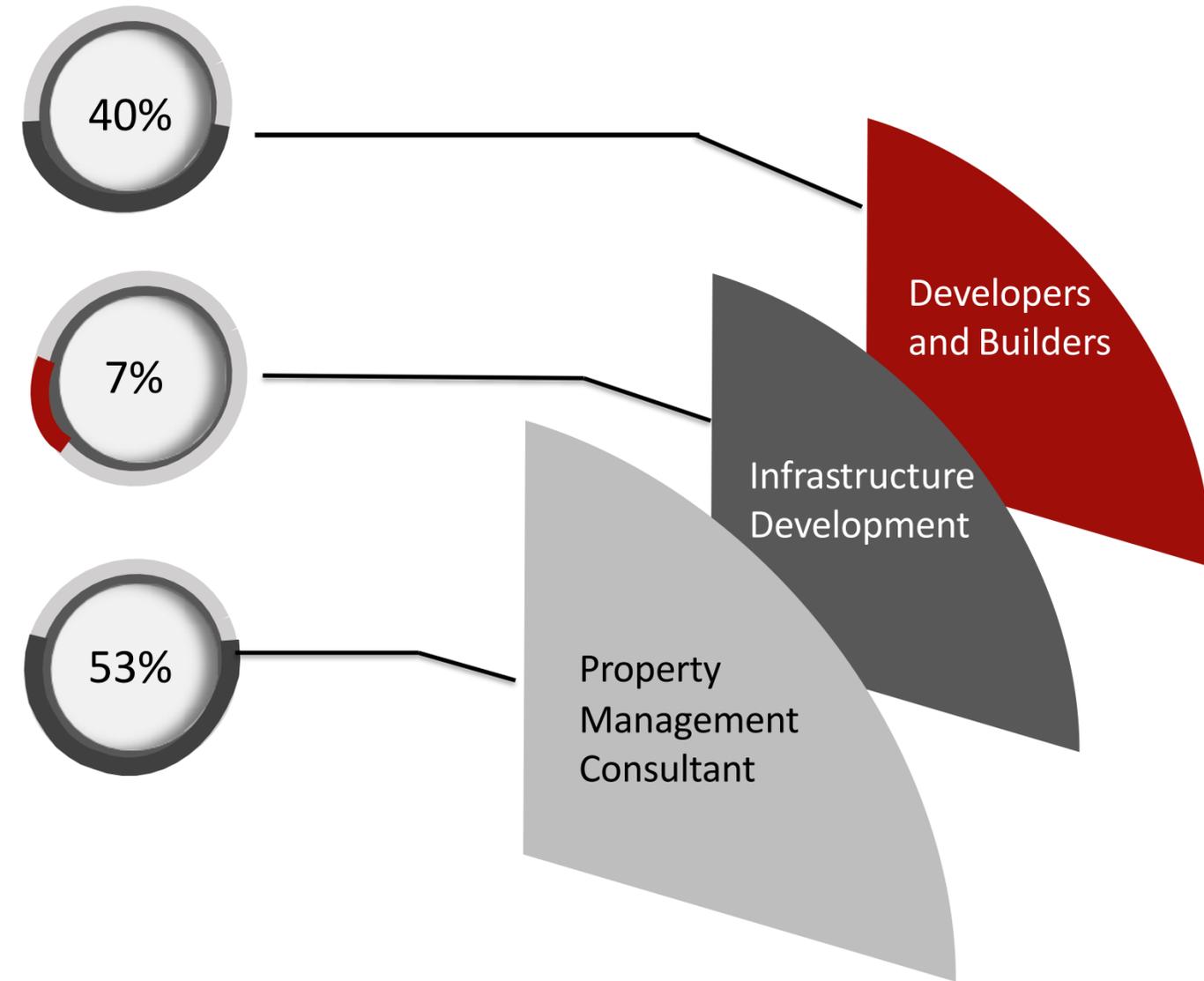
The placement drive saw a mix of offers for domains like marketing, sales, and finance. Amid Covid pandemic there has been a good response for campus recruitments. Companies from various sectors offered roles in Sales, Business Development, Retail, Operations and Strategy



SUMMER INTERNSHIP HIGHLIGHTS (2020-2021)

Summer Internship is an integral and a great learning platform for our students and it goes a long way in shaping the learning obtained in the class room. It introduces students to the intricacies of the corporate world and provides first-hand experience of a Real estate business. Summer internship was scheduled from May to July and companies which selected students in the placement process includes Anarock, Knight Frank India, Xanadu, Veena Developers, Platinum Corp, Sun Builders Group.

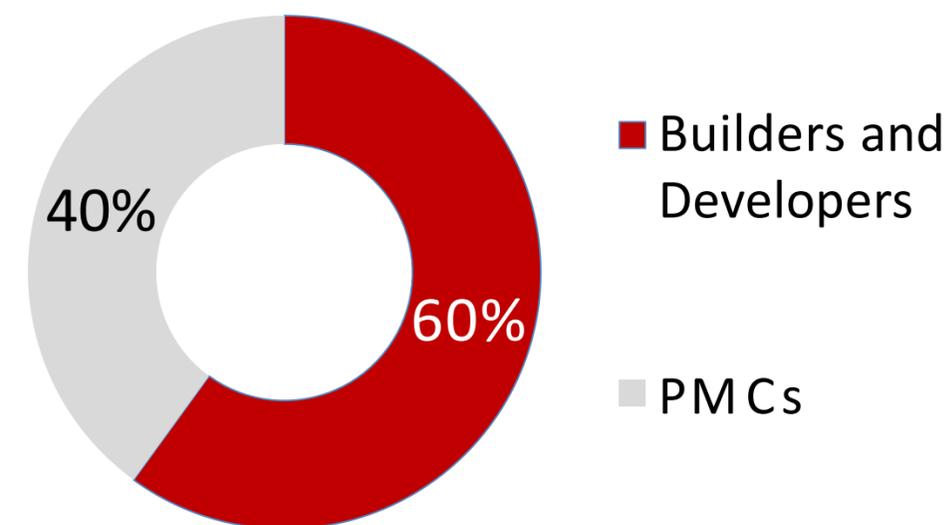
Companies offered roles in Market Research, Sales, Valuation and Advisory where students worked on commercial asset classes like warehouses, retail and hotels.



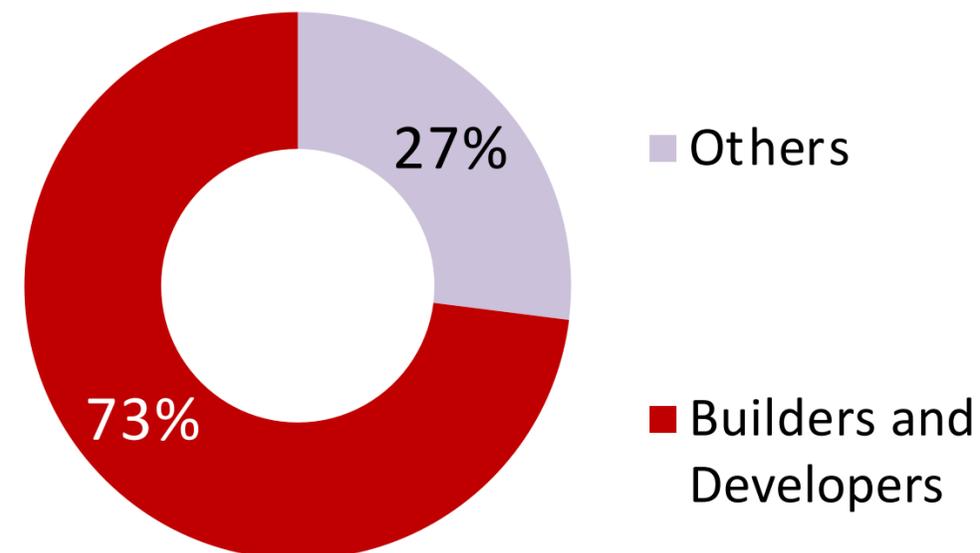
WEEKEND PROJECT HIGHLIGHTS (2020-2021)

Weekend projects is a great learning platform which introduces students to the intricacies of the corporate world. The program necessitates undertaking of two weekend projects, i.e. one project per academic year. The students have to undertake sales & marketing projects in 1st year and Finance projects in 2nd year and are expected to work for any two days between Friday and Sunday. The companies participating in the placement process included Godrej Properties, Acme Housing, Anarock, Suvidha Lifespaces, Savills India, Sheth Creators, Timesquare properties, Mahaveer Developers

Sector wise students placed in Marketing & Sales project 2021



Sector wise students placed in Finance 2020



PROFICIENCIES OF MBA (REM) PROFESSIONALS



Business development

Valuation services for various assets classes

Real-estate project planning & scheduling



Real-estate financing and capital budgeting

Project negotiations

Project controlling ,monitoring and management

Statutory approvals and Land acquisition

Strategy consultation for real-estate company

Real-estate transaction advisory services



Sales, marketing & CRM for real estate company

Building services & Facility management for real-estate assets



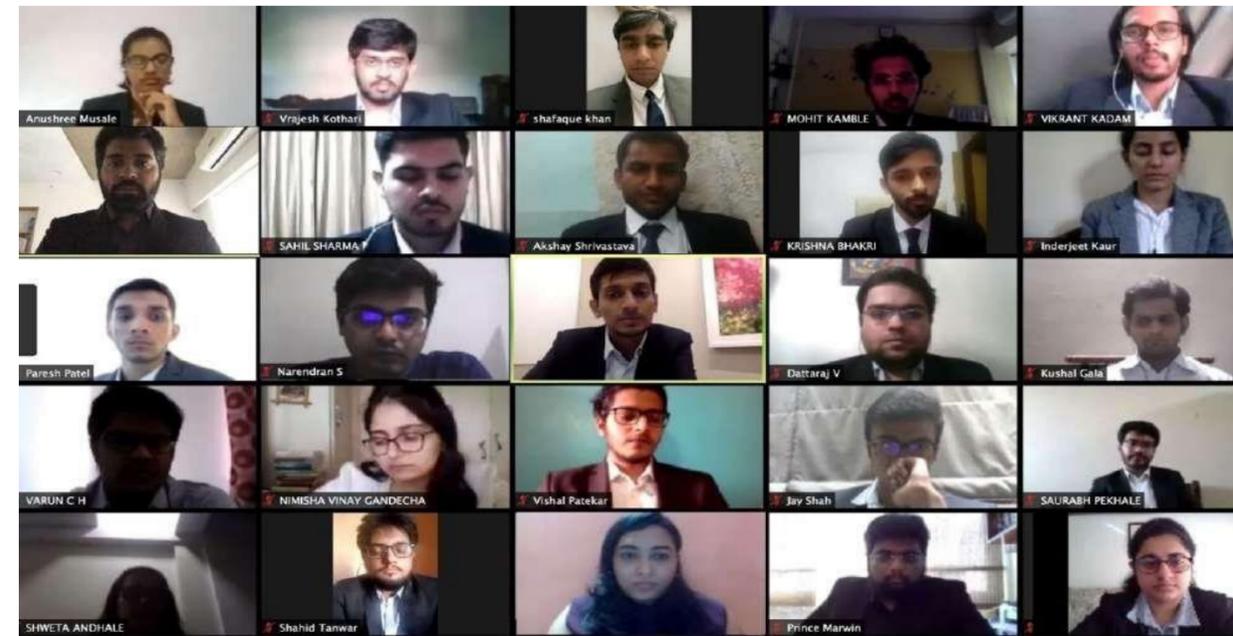
INDUSTRY INTERACTIONS



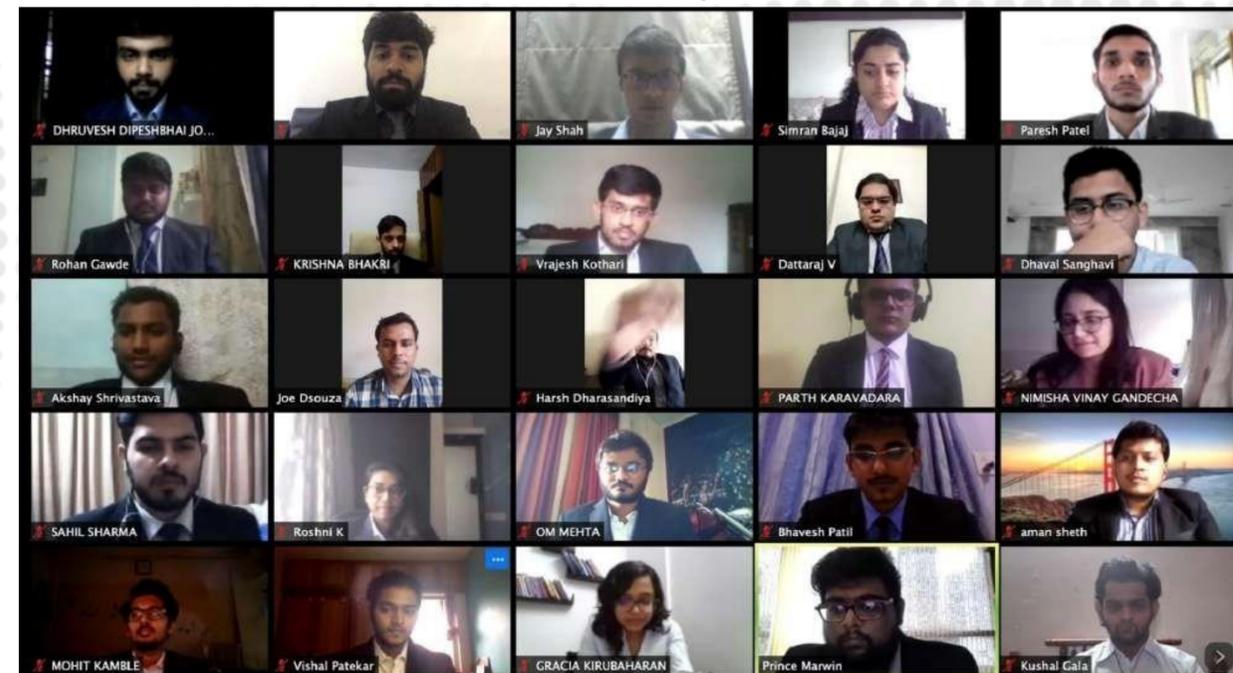
Ms. Devi Shankar
Head, Data Centre, Anarock Capital



Mr. Rohan Kedia
Deputy Project Director, Godrej Properties



Mr. Sudarshan Lodha
Co-Founder, Strata



Mr. Mihir Kanakia
Associate Director, Savills India



INTERNATIONAL INDUSTRIAL VISITS



Singapore (2019) and Dubai (2020)





INDUSTRY PARTNERS



Housing happiness, since 1976



INDUSTRY MENTORS



FRIENDS FOR LIFE



Built on Trust



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