



(Declared as Deemed to be University under Section 3 of the UGC Act, 1956)
SVKM's Narsee Monjee Institute of Management Studies, Deemed to be University (as per UGC Norms), School of Business
Management, V. L. Mehta Road, Vile Parle (West), Mumbai – 400 056. India.

Tel.: +91 – 22 – 4235 5555

Timings: 10.00 a.m. to 1.00 p.m. & 2.00 p.m. to 6.00 p.m. (Except Public holidays and Sundays)



SCHOOL OF
BUSINESS MANAGEMENT



Creating
Leaders
in the Real Estate Sector



MBA - Real Estate Management

sbm.nmims.edu

The NMIMS Legacy



In 1981, Shri Vile Parle Kelavani Mandal (SVKM) established Narsee Monjee Institute of Management Studies (NMIMS) to meet the growing demand for management education. In 2003, NMIMS was declared a deemed to be university under Section 3 of the UGC Act 1956. The Vision of the University is to be a globally admired University by 2030. The Mission of NMIMS is to emerge as a Centre of Excellence, best in class in India and Asia and yearning to be the best in the world by 2030.

With the legacy of 42 years, NMIMS has grown to being not only one of the top-10 B-schools in India but also emerged as a multi-disciplinary, multi-campus University at Mumbai, Navi Mumbai, Indore, Shirpur, Dhule, Bengaluru, Hyderabad and Chandigarh and seventeen constituent schools that include Management, Family Business, Engineering, Pharmacy, Architecture, Commerce, Economics, Law, Science, Liberal Arts, Design, Performing Arts, Mathematical Science, Agricultural Science, Hospitality Management, Branding & Advertising and Distance Learning. In addition, we have nine Centres of Excellence as well at the University.

The consistent academic quality, research focus, faculty from top national and global institutes and strong industry linkages at NMIMS have placed it amongst the nation's prime centres of educational excellence and research today. More than 17000+ students and about 850+ full-time faculty members, 10 faculty members with Fulbright Scholarship and Humboldt International Scholarship for postdoctoral researchers are part of India's most sought after the academic community.

Introduction

The Real Estate sector in India has witnessed a paradigm shift. With the renewed regulations and incentive schemes, India is moving towards a mature real estate market. With the sector spreading its wings across the urban and rural landscape of India, and the government taking several initiatives to strengthen the real estate and infrastructure sectors, the demand for adept real estate professionals has never been so high. The programme also won the Golden Pillar Real Estate Awards of CREDAI MCHI in the Real Estate Educators and Trainers category.

Why MBA Real Estate Management?

The Real Estate Sector in India is evolving. MBA in Real Estate Management, with its dynamic curriculum, offers its participants an opportunity to stay updated with the best international practices. The school provides access to a strategic mix of industry experts and in-house faculties across the domains of real estate, finance, marketing, operations, strategy, technology management, civil, mechanical, electrical, and other management and engineering disciplines which are essential to gain holistic knowledge. The curricula is developed in collaboration with industry leaders from various subdomains of real estate. Guest sessions by industry experts and academic leaders enhance the learning experiences of our students and form an integral part of the program. The course aids the students in building careers not only in the real estate sector but also in areas/industries that are enablers to real estate

such as financial institutions, architectural firms, legal firms, valuation companies, international consultants etc. Along with classroom studies, the students work with organizations on live projects curated towards understanding multiple aspects and stages of several real estate asset classes that are embedded all throughout the three terms. The overseas study tour, a part of the curriculum, aims at enhancing learning and understanding from international perspectives, giving them exposure to the world class developments in the sector, exposure to mega projects, sales and marketing, design and execution, operations etc. of multiple scales, latest technological advancements such as 3-D printed buildings etc. to name a few.

Salient features

- 2 year full time program
- International study tour
- Live industry projects
- Strong placement support
- Real Estate Educators & Trainers of the Year 2018-19 by CREDAI MCHI 'S Golden Pillar Real Estate Awards



Program Pedagogy & Design

Distinguished faculty from Industry and academia would facilitate the learning experience. Students will be engaged in discussions based on pre-circulated published papers, case studies and small caselets with complex problems drawn from critical issues faced by industries. Case studies from HBS Case Library for management subjects and live cases with the permission of the organizations would be discussed for understanding and analytically evaluating various challenges and issues that organizations face and how they go about resolving them.

Students will also be exposed to management films and lectures of renowned professors and world class consultants/practitioner. Some of the classes will be conducted in a workshop mode for bringing in application orientation. Students will also be benefited by working on assigned live field projects, research based as well as clinical mode projects and collective / shared learning from writing papers and short presentations on assigned projects covering the course content.



Programme Structure & Course Content

The 2-year course, Six Trimester Post Graduate Diploma in Real Estate Management. The following is the course structure:

1st YEAR (June-March)

	Trimester – 1	Trimester – 2	Trimester – 3
Courses (credits)	<ul style="list-style-type: none"> • Business Communication (1.5) • Principles of Economics (3) • Accounting and Finance – I (3) • Marketing Management (3) • Business Statistics (3) • Urban Development (1.5) • Real Estate Industry & Dynamics (3) 	<ul style="list-style-type: none"> • Business and Construction Law (3) • Managerial Practices in Real Estate(1.5) • Accounting and Finance – II (3) • Organizational Behaviour (1.5) • Human Resource Management (1.5) • Marketing Research (3) • Operations Management (3) • Construction Materials (1.5) 	<ul style="list-style-type: none"> • Economics of Housing and Urban Development (1.5) • Real Estate Investment Analysis (3) • Project Management (3) • Building Approvals and Documentation (3) • Building Services (3) • Quantity Surveying & Estimation (3) • Modern Construction Techniques (1.5)
Total Credit	18	18	18
Workshops (credits)	Ethical Principles and Practices (6 Sessions) (Compulsory - NC)	•Building Planning and Design (10 Sessions) (Compulsory – NC)	Construction Safety (10 Sessions) (Compulsory – NC)
SUMMER INTERNSHIP (April - May) Understanding Real Estate Micro-markets			

2nd YEAR (June-March)

	Trimester – 4	Trimester – 5	Trimester – 6
Courses (credits)	<ul style="list-style-type: none"> • Strategic Management (3) • Marketing in Real Estate (3) • Tools and Techniques for Scheduling and Project Planning (1.5) • Technology Applications in Real Estate (3) • Real Estate Asset Classes (3) • Managing Mega Projects (1.5) • Facility Management (1.5) • Smart Cities (1.5) 	<ul style="list-style-type: none"> • Real Estate Transactions, Alliances and Joint ventures (3) • Real Estate & Infrastructure Financing (3) • Emerging Asset Classes (3) • Global Infrastructure and Real Estate (3) • Disruptions in built environment (3) 	<ul style="list-style-type: none"> • Entrepreneurship in Infrastructure and Real Estate (3) • Sustainable Real Estate Development (1.5) • Investment Portfolio Management (3) • Real Estate & Infrastructure Valuation (3) • Independent Study and Dissertation (3)
Total Credit	18	15	15
Workshops (credits)	• Mortgage and Home Equity (1.5)		• Negotiation Skills and Processes (1.5)

Program Outcomes



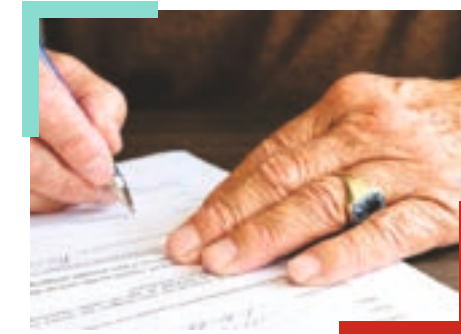
- Business development
- Valuation services for various assets classes
- Real-estate project planning & scheduling



- Real-estate financing and capital budgeting
- Project negotiations
- Project controlling ,monitoring and management



- Sales, marketing & CRM for real estate company
- Building services & Facility management for real-estate assets



- Statutory approvals and Land acquisition
- Strategy consultation for real- estate company
- Real-estate transaction advisory services

Eligibility & Seats

- 1 Bachelor's Degree in Civil/Mechanical/Architecture.
- 2 Bachelor's degree from a recognized University preferably with 2 years of Work experience in Real estate.
- 3 Candidates who have appeared for their final year degree examination can also apply, however their admission will be provisional and will be confirmed only after producing the results.
- 4 Submission of AIU equivalence certificate to confirm the eligibility for the program is mandatory for those candidates who have completed their Under-Graduation from overseas board / Universities.

Total No. of Seats: 60

Application & Selection Procedure

Register online at www.nmims.edu

Prospective candidates are admitted through NMAT and / or an intensive personal interview. This interview will be preceded by a written test. Call letters for the Personal interview will be available on website www.nmims.edu

Personal interviews would be conducted in Mumbai office only.

Merit List of candidates selected for admission will be available on website.

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