



**KINGS GLOBAL ACADEMY**

USA | UK | UAE | CANADA | AUSTRALIA | SINGAPORE | SAF | INDIA | KENYA

CERTIFIED

**EXPERT**

IN X1 ACCREDITED PROPERTY BUSINESS MANAGEMENT



**PROPERTY | REAL ESTATE | LEASING |  
PROPERTY MANAGEMENT**

COURSE DESCRIPTION, OUTLINE & QUOTATION



CERTIFIED  
**EXPERT**

IN X1 ACCREDITED PROPERTY BUSINESS  
MANAGEMENT



# ABOUT ACADEMY

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# ABOUT US

## OUR BRANCHES



FLORIDA  
USA



LONDON  
UK



TORONTO  
CANADA



SYDNEY  
AUSTRALIA



SINGAPORE  
ASIAPAC



GAUTENG  
SOUTH AFRICA



DUBAI  
UAE

## OUR ACHIEVEMENTS



**+100,000**

COURSES  
PROVIDED

**+600%**

RETENTION  
RATE

**+50**

LOCATIONS  
BY 2025

**5**

GOOGLE  
RATINGS

**+350**

RECOGNITIONS &  
ACCREDITIONS

# COURSE OVERVIEW

# OVERVIEW

An experienced (Senior Level) Real Estate broker in Dubai is a licensed professional with a proven track record of success in buying, selling, and renting properties. They possess in-depth knowledge of the Dubai real estate market, including current trends, pricing, and regulations, and can guide clients through the complexities of property transactions.

Senior level Property brokering involves acting as an intermediary to facilitate the buying, selling, or renting of real estate.

In Dubai, brokers provide expertise in local market trends, legal procedures, and negotiations to guide clients through property transactions. They represent either buyers or sellers, or both, and earn commission based on successful deals. Brokers help clients navigate the complexities of the real estate market, ensuring a smooth and efficient process. They are licensed professionals, and in Dubai, they must be registered with the Real Estate Regulatory Agency (RERA).

# BENEFITS

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## Learning Objectives

1. Understand Middle East Asia real estate capital markets; public/ private debt and equity structures and valuation techniques of Asia developers and REITs
2. Enhance profitability with cutting-edge real estate models, strategic structures and proven value added techniques
3. Value multiple real estate assets and developments using recognized approaches
4. Contrast the pros and cons of direct, private equity, fund and REIT structures
5. Evaluate the Asia real estate investments trends and key risks
6. Analyze complex development and existing asset models and structures



# ELIGIBILITY

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## PROFESSIONALS ENGAGED IN :

- CEOs, CFOs, COOs with responsibility for Strategic Management
- Investment bankers
- Real estate consultants
- Management consultants
- Private Equity investors
- Financial analysts
- Institutional Funds and Portfolio Managers
- Retail investors



# TRAINING METHODOLOGY

# METHODOLOGY

Training course will utilize a variety of proven learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This training course is an interactive mixture of lecture, discussion, activities and practice on several management skills. It provides definitions, examples, discussion and activities designed to promote skill building with interaction and discussion among participants.

Spreadsheet applications enable learners to manipulate and produce precise information and conduct crucial data analysis. This course has been specifically designed to provide learners with the skills to exploit the full potential of the spreadsheet application.

# METHODOLOGY

## CLASSROOM TRAINING

COURSES



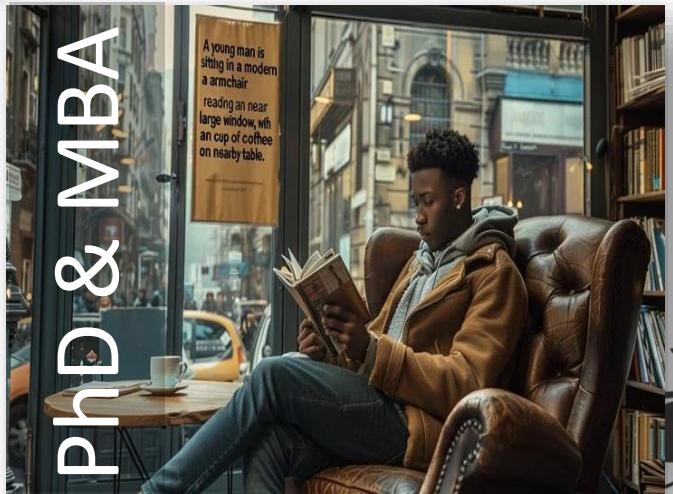
COURSES



## ONLINE TRAINING

## DISTANCE LEARNING

PhD & MBA





# COURSE OUTLINE

# TOPICS

- Real Estate Investment & Market Analysis
- Valuation of Commercial Real Estate
- Application of Data Analytics in Real Estate
- Dynamics of Value Creation in Property Development
- Managing Mega Development Projects
- Adaptive Reuse or Redevelopment
- Cross-Border Real Estate Investments
- Deal Sourcing, Negotiation & Structuring
- Strategic Asset Management of Retail Malls
- Unlocking Real Estate Value in Hospitality Asset
- Integrating Sustainability in Investment Decisions
- Tutorial on Construction DCF Models
- Understand Asia real estate capital markets; public/ private debt and equity structures and valuation techniques of Asia developers and REITs
- Enhance profitability with cutting-edge real estate models, strategic structures and proven value added techniques
- Value multiple real estate assets and developments using recognized approaches
- Contrast the pros and cons of direct, private equity, fund and REIT structures
- Evaluate the Asia real estate investments trends and key risks
- Analyze complex development and existing asset models and structures



# ACCREDITATIONS & RECOGNITIONS

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British Academy  
of Management



CERTIFIED  
Professional in Management™



# PROJECT & QUALITY



British Academy  
of Management

# REAL ESTATE / PROPERTY

**AIC** American Institute  
of Constructors



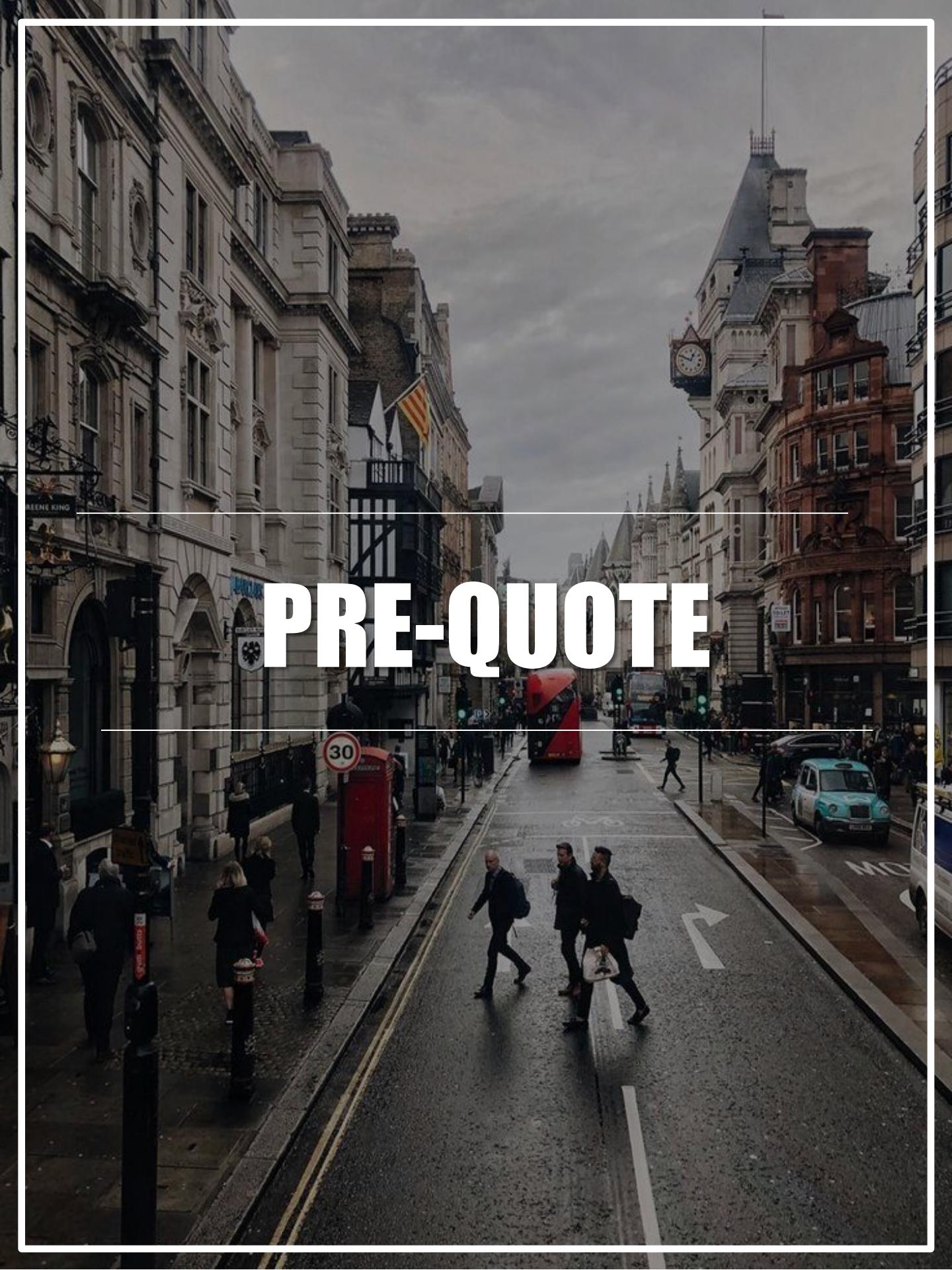
**CCIM Institute**  
Commercial Real Estate's  
Global Standard for Professional Achievement



**ACCE**  
AMERICAN COUNCIL FOR  
CONSTRUCTION EDUCATION  
PARTNERSHIP FOR EXCELLENCE

# MEMBERSHIP





# PRE-QUOTE

# PRE- QUOTE

To,  
Inquirer

DATE: As on date

NO.	DESCRIPTION	FEES PER PERSON
1	CERTIFIED EXPERT IN X1 ACCREDITED PROPERTY MANAGEMENT (FULL COURSE – TRAINING & CERTIFICATE)	USD 750/- (24 HOURS)
2	CERTIFIED EXPERT IN X1 ACCREDITED PROPERTY MANAGEMENT (ONLY CERTIFICATE)	USD 250/- (Per Certificate)

## INCLUDES THE FOLLOWING:

1. Registration fees; Study Material; VAT
2. Kings Global Academy Certificate – International

## VENUE (NOT FOR ONLINE TRAINING)

1. Hotels (5 star or 4 star)
2. Conference rooms / Classrooms

## TRAINING DATES

- 1) To be decided
- 2) To be decided

R.Y.D80g

R.Y. DSOUZA  
Kings Global Career Academy





# COURSE DETAILS

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Course Name	Certified Professional In X1 Accredited Property Management (Full Course – Training & Certificate)
Location	Dubai
Training Schedule days	Monday to Friday
Certification	Kings Global Career Academy – International certificate
Tests	No
Course Material	Yes
Language of Instruction	English
Registration requirements	<ol style="list-style-type: none"><li>1. Passport copy</li><li>2. Curriculum vitae</li><li>3. Photo</li><li>4. Course fees</li></ol>
Mode of Payment	Cash / Bank transfer.
Fees Payment	At the time of registration or before starting the course
Refreshments	Yes
Eligibility Criteria	One who wants to gain working knowledge of the subject or has an oversight of the function.



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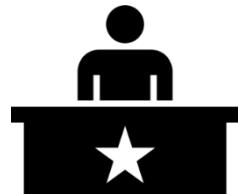
# CONTACTS

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<https://www.facebook.com/kingsglobalcareer>



<https://www.linkedin.com/company/kings-global-career-academy>



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Thank You!

USA | UK | UAE | CANADA | AUSTRALIA | SINGAPORE | SAF | INDIA | KENYA

[www.kingscareers.org](http://www.kingscareers.org) or [www.kingsglobalacademy.com](http://www.kingsglobalacademy.com)

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