



# Real Estate Development Leadership Certificate

**Build your leadership and business skills within the real estate development industry.**

The Real Estate Development Leadership Certificate offers a suite of courses focused on the development processes of residential, commercial and industrial properties. You can complete individual courses of interest or combine them to earn the certificate comprised of five mandatory, core subject areas and two electives of your choice.

This immersive, 126-hour certificate is delivered in partnership with Canada's leader in real estate development education, Real Estate Development Institute of Canada (REDI Canada), and facilitated by industry leaders.

Gain an edge with real-world expertise as you develop a realistic and practical understanding of the complexities of real estate development in Alberta and beyond. You will build hands-on experience through active development projects, applied group assignments, case studies and insights from seasoned guest speakers from across Canada. Each course consists of two days of in-person sessions where you will get to network and learn alongside peers from various industries.

# Learning objectives

## Experiential:

- Gain hands-on experience through real-world simulations, on-site tours, team project presentations and case studies on leading complex development projects across Canada
- Locate and use industry tools, resources and emerging technology

## Comprehensive:

- Describe key terminology, concepts and processes unique to various subfields of real estate development
- Demonstrate competency across several key disciplines in real estate development including law, finance, marketing, risk mitigation and project management

## Industry-connected:

- Expand your business network through interaction with expert faculty, seasoned industry guest speakers and co-learners across various industries
- Have exclusive access to the events held by the Haskayne School of Business and the Westman Centre of Real Estate Studies

## Leader-oriented:

- Enhance analytical thinking, critical decision-making, strategic communication and leadership capacity

# Who will benefit

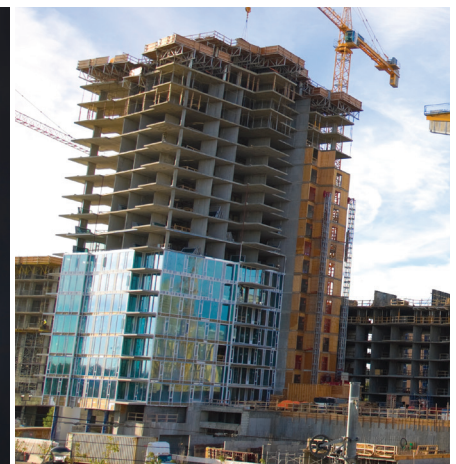
This program is for those who aspire to work, or already are, in the field of real estate development. If you want to expand your understanding of the development process, gain hands-on experience, and build a solid business network, this program is for you.

Participants come from a variety of fields including real estate, banking, government, architecture, planning and engineering.

**Program delivery:** In-person

**Commitment:** 18 hours per course, 126 hours for the full certificate

**Investment:** \$995 per course



# Course content\*

## Complete these five mandatory courses:

Core course	Format	Dates	Times
Real Estate Development and Finance	In-person classroom session	September 9 & 16, 2024	8:30am - 4:30pm
	Site visit	September 11, 2024	TBD
	Live online session	October 1, 2024	4:00pm - 6:00pm
Real Estate Law	In-person classroom session	September 26 & 27, 2024	8:30am - 4:30pm
	Site visit	September 26, 2024	TBD
	Live online session	October 10, 2024	4:00pm - 6:00pm
Real Estate Development and the Planning Process	In-person classroom session	October 17 & 18, 2024	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	October 30, 2024	4:00pm - 6:00pm
Real Estate Development Management	In-person classroom session	TBD	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	TBD	4:00pm - 6:00pm
Real Estate Marketing	In-person classroom session	May 6 & 7, 2024	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	May 22, 2024	4:00pm - 6:00pm

## Choose two electives to explore your interests:

Elective course	Format	Dates	Times
Proptech: The Future of Real Estate	In-person classroom session	TBD	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	TBD	4:00pm - 6:00pm
Real Estate Development and Finance 2	In-person classroom session	TBD	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	TBD	4:00pm - 6:00pm
Commercial Real Estate Development	In-person classroom session	November 1 & 2, 2024	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	November 14, 2024	4:00pm - 6:00pm
Sales Management and Strategies in Real estate Development	In-person classroom session	March 6 & 7, 2025	8:30am - 4:30pm
	Site visit	TBD	TBD
	Live online session	March 19, 2025	4:00pm - 6:00pm
Mixed-Use Real Estate Development	In-person classroom session	April 8 & 9, 2024	8:00am - 4:00pm
	Site visit	April 8, 2024 (Tentative)	TBD
	Live online session	April 24, 2024	4:00pm - 6:00pm

\* Dates and times subject to change.

## Support available

**Grant funding:** This program could be eligible for grant funding that can cover up to 2/3 of the program costs. An Executive Education team member can help you bundle courses to meet the minimum hours needed for eligibility.

**Group registrations:** Get a preferred rate when three or more people from your organization enroll.

**Bundle discount:** Receive a discounted rate when you enroll in two or more courses at the same time. Contact [execed@haskayne.ucalgary.ca](mailto:execed@haskayne.ucalgary.ca) for the discount code.

Register online: [haskayneexeced.ca](http://haskayneexeced.ca)

## Register now

### Haskayne Executive Education

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