



PRAVIN DALAL SCHOOL OF
ENTREPRENEURSHIP &
FAMILY BUSINESS MANAGEMENT
(SBM's Initiative)



MBA (Real Estate Management)

Creating
Leaders
in the Real Estate Sector



The

NMIMS

Legacy



In 1981, Shri Vile Parle Kelavani Mandal (SVKM) established Narsee Monjee Institute of Management Studies (NMIMS) to meet the growing demand of 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-school 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. Real estate contributes approximately 7% to India's GDP and is projected to reach 15% and touch a market size of \$1 trillion by 2030. With the renewed regulations and incentive schemes, India is moving towards a mature real estate market. With the sector spreading its wings across India's urban and rural landscape 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. At the intersection of entrepreneurship and family business education, the MBA (Real Estate Management) program fosters an entrepreneurial mindset, encourages innovation in real estate ventures, and prepares professionals to tackle infrastructure, housing, and commercial development challenges. The MBA (Real Estate Management) program 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. With its dynamic curriculum, the MBA in Real Estate Management allows its participants 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 gaining holistic knowledge. The curricula are 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 taking up entrepreneurial initiatives and building careers not only in the real estate sector

but also in areas/industries that are enablers of 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 to understand multiple aspects and stages of several real estate asset classes embedded throughout the six trimesters. 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, smart cities to name a few.

Salient Features

- 2-year full-time program
- International study tour
- Experiential learning
- Industry integration
- Technology-driven learning
- Mentorship and networking
- Research and innovation
- Qualitative and quantitative research tools





Program Pedagogy & Design

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

Students will also be exposed to management films and lectures of renowned professors and world class consultants/practitioners. Some of the classes will be conducted in a workshop mode for bringing in application orientation. Students will also benefit 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. The students will also benefit from technology-driven learning by going through hands-on training on prop-tech modules, financial modelling, project management and other relevant software etc.



Program Structure & Course Content

Trimester - I		Trimester - II		Trimester - III	
Course Name	Credits	Course Name	Credits	Course Name	Credits
Business Communication	1.5	Business and Construction Law	3	Economics of Housing and Urban Development	1.5
Principles of Economics	3	Managerial Practices in Real Estate	1.5	Real Estate Investment Analysis	3
Accounting and Finance - I	3	Accounting and Finance - II	3	Project Management	3
Marketing Management	3	Organizational Behavior	1.5	Building Approvals and Documentation	3
Business Statistics	3	Human Resource Management	1.5	Building Services	3
Urban Development	1.5	Marketing Research	3	Quantity Surveying & Estimation	3
Real Estate Industry & Dynamics	3	Operations Management	3	Modern Construction Techniques	1.5
		Construction Materials	1.5		
Workshops	Credits	Workshops	Credits	Workshops	Credits
Ethical Principles and Practices (6 sessions)	0	Building Planning and Design (10 Sessions)	0	Construction Safety (10 Sessions)	0
		Construction Materials (6 Sessions)	0		
Internships	Credits	Internships	Credits	Internships	Credits
		Understanding Real Estate Micro-markets	0		
Total	18	Total	18	Total	18

Trimester - IV		Trimester - V		Trimester - VI	
Course Name	Credits	Course Name	Credits	Course Name	Credits
Strategic Management in Built Environment	3	Real Estate Transactions, Alliances and Joint ventures	3	Entrepreneurship in Infrastructure and Real Estate	3
Marketing in Real Estate	3	Real Estate & Infrastructure Financing	3	Sustainable Real Estate Development	1.5
Technology Applications in Real Estate	3	Emerging Asset Classes	3	Investment Portfolio Management	3
Real Estate Asset Classes	3	Global Infrastructure and Real Estate	3	Real Estate & Infrastructure Valuation	3
Managing Mega Projects	1.5	Disruptions in Built Environment	3	Independent Study and Dissertation	3
Facility Management	1.5				
Smart Cities	1.5				
Workshops	Credits	Workshops	Credits	Workshops	Credits
Mortgage and Home Equity	1.5			Negotiation Skills and Processes	1.5
Internships	Credits	Internships	Credits	Internships	Credits
Summer Internship	0				
Total	18	Total	15	Total	15

1 session: 90 minutes | Total program credits: 102 | Total no. of courses in the program: 39

Program Outcomes



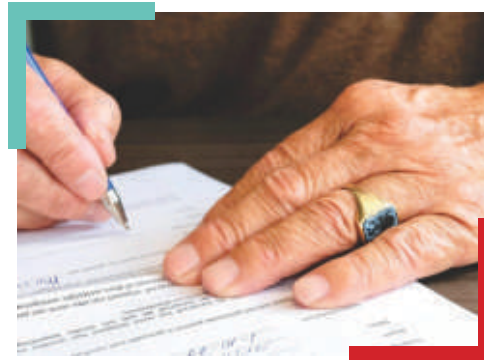
- Business development
- Valuation services for various assets classes
- Real-estate project planning & scheduling



- 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 approval 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 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 result.

Total No. of Seats: 30

Application & Selection Procedure






































Register online at www.nmims.edu

Personal interview will be preceded by written test.

Personal interviews would be conducted in Mumbai office only.

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

Corporate Partners



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Timings: 10.00 am to 1.00 pm & 2.00 pm to 6.00 pm
(Expect public holidays and Sundays)