Training Course on Commercial Real Estate Development

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The commercial real estate sector is a cornerstone of global economic growth, offering lucrative opportunities for investors, developers, and stakeholders. The Training Course on Commercial Real Estate Development provides comprehensive insights into the dynamics of developing, financing, and managing commercial real estate projects. Designed to empower professionals with the knowledge and skills needed to excel in this competitive industry, this course is your gateway to success in property development.

Commercial real estate development requires a blend of technical, financial, and legal expertise. This course delves into all aspects of the process, from market analysis and site selection to project financing, design, and construction. Participants will gain hands-on knowledge of current trends, regulatory compliance, and sustainable practices that shape the future of the industry.

Programme Curriculum

Training Course on Commercial Real Estate Development

Introduction

The commercial real estate sector is a cornerstone of global economic growth, offering lucrative opportunities for investors, developers, and stakeholders. Training Course on Commercial Real Estate Development provides comprehensive insights into the dynamics of developing, financing, and managing commercial real estate projects. Designed to empower professionals with the knowledge and skills needed to excel in this competitive industry, this course is your gateway to success in property development.

Commercial real estate development requires a blend of technical, financial, and legal expertise. This course delves into all aspects of the process, from market analysis and site selection to project financing, design, and construction. Participants will gain hands-on knowledge of current trends, regulatory compliance, and sustainable practices that shape the future of the industry. As the

demand for innovative, sustainable, and functional commercial spaces grows, so does the need for professionals adept at navigating this complex field. This training equips participants to identify opportunities, mitigate risks, and deliver projects that meet market demands and maximize returns. Case studies, real-world examples, and interactive sessions ensure practical understanding and application of key concepts.

Course Duration

5 Days

Course Objectives

1. Understand the fundamentals of commercial real estate development.
2. Learn to conduct market analysis and feasibility studies.
3. Gain insights into site selection and land acquisition strategies.
4. Explore financing options and structuring deals.
5. Master the project lifecycle, from design to construction and handover.
6. Understand zoning laws, permits, and regulatory compliance.
7. Incorporate sustainable and energy-efficient practices into projects.
8. Develop risk management strategies to address project challenges.
9. Analyze investment opportunities and maximize returns.
10. Build skills for effective project marketing and tenant acquisition.

Organizational Benefits

1. Enhance the expertise of their teams in real estate development.
2. Improve project outcomes through informed decision-making.
3. Minimize risks and maximize returns on real estate investments.
4. Ensure compliance with local and international regulations.
5. Build capacity to incorporate sustainable practices in projects.
6. Strengthen collaboration among cross-functional teams.
7. Gain a competitive edge in the commercial property market.
8. Improve stakeholder engagement and customer satisfaction.
9. Leverage innovative financing and investment strategies.
10. Achieve long-term growth and profitability in real estate ventures.

Target Participants

- Real estate developers and investors.
- Architects, urban planners, and construction managers.
- Financial analysts and advisors in the real estate sector.
- Real estate brokers and property managers.
- Government officials and regulators involved in urban development.
- Corporate professionals managing real estate portfolios.
- Entrepreneurs interested in entering the real estate market.
- Legal and compliance professionals in the property industry.
- Sustainability consultants focusing on real estate.
- Project managers in real estate development projects.

Course Outline

Module 1: Fundamentals of Commercial Real Estate Development

1. Overview of the commercial real estate market.
2. Key players and stakeholders in the industry.
3. Understanding property types and classifications.
4. The development lifecycle: From concept to completion.
5. Case Study: Success stories in commercial real estate development.

Module 2: Market Analysis and Feasibility Studies

1. Conducting thorough market research.
2. Identifying trends and demand in commercial real estate.
3. Feasibility study components: Economic, technical, and financial.
4. Tools and techniques for data-driven decision-making.
5. Case Study: Feasibility analysis for a retail complex.

Module 3: Financing and Investment Strategies

1. Sources of funding: Equity, debt, and alternative financing.
2. Structuring deals and partnerships.
3. Financial modeling and return on investment (ROI) analysis.
4. Legal considerations in financing agreements.
5. Case Study: Financing a mixed-use development project.

Module 4: Regulatory Compliance and Site Development

1. Navigating zoning laws and obtaining permits.
2. Site evaluation and acquisition strategies.
3. Environmental impact assessments and sustainability compliance.
4. Collaborating with government agencies and stakeholders.
5. Case Study: Managing regulatory challenges in urban development.

Module 5: Project Design, Construction, and Management

1. Principles of designing functional and aesthetic spaces.
2. Construction project management and quality control.
3. Integrating technology and innovation in construction.
4. Managing timelines and budgets effectively.
5. Case Study: Challenges in managing large-scale office developments.

Module 6: Marketing, Leasing, and Tenant Management

1. Developing marketing strategies for commercial properties.
2. Attracting and retaining tenants in competitive markets.
3. Negotiating lease agreements and managing tenant relationships.
4. Maintaining properties for long-term value.
5. Case Study: Marketing and leasing strategies for coworking spaces.

Training Methodology

The instructor led trainings are delivered using a blended learning approach and comprises of presentations, guided sessions of practical exercise, web-based tutorials and group work. Our facilitators are seasoned industry experts with years of experience, working as professional and trainers in these fields.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com