

# PROGRAMME IN REAL ESTATE MANAGEMENT

India's First Online Executive  
Real Estate Management  
Programme

“Transforming Real Estate  
with Knowledge &  
Expertise”

Powered by

**SARE** | Built  
Environment  
Institute

70  
PLATINUM JUBILEE  
1957 - 2027

**AIMA**  
ALL INDIA MANAGEMENT ASSOCIATION



## INTRODUCTION

India's real estate and built environment sector is undergoing transformative growth, driven by rapid urbanisation, progressive regulatory reforms, technological advancement, and increasing global investment. While this growth has unlocked vast opportunities, it has also amplified a critical challenge, **the acute shortage of professionally trained and industry-ready talent** capable of navigating the sector's evolving complexities.

To succeed in this dynamic landscape, professionals and aspiring entrants must continuously upskill and develop a holistic understanding of the multi-disciplinary dimensions that shape the real estate ecosystem. **Addressing this emerging talent gap, the All India Management Association (AIMA), India's apex body for management education, has partnered with SARE Built Environment Institute (SBEI) to offer specialised Real Estate Management programmes.**

This collaboration combines AIMA's academic leadership with SARE's deep domain expertise to deliver **AICTE-approved** and industry-recognised programmes that are **aligned with the National Education Policy (NEP)**. The programmes are **structured, flexible, self-paced, and outcome-oriented, blending academic rigour with practical insights, contemporary case studies, and real-world application.**

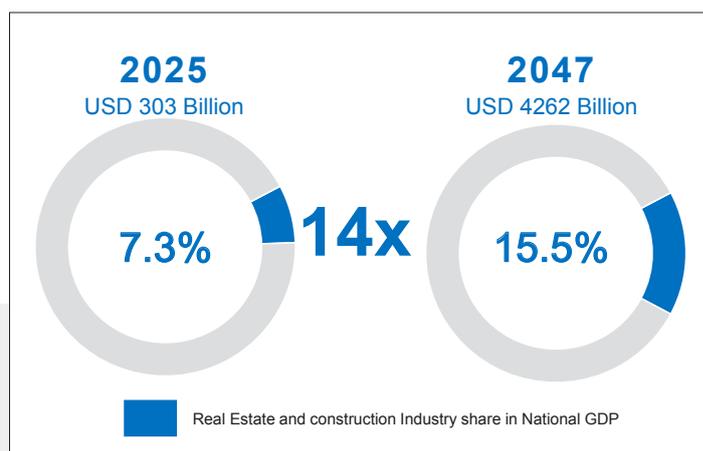
Learners can choose from a stackable pathway, ranging from a **one-month certificate to a full Post Graduate Certificate & Diploma**, with the flexibility to accumulate credits and earn certifications at their own pace.

## WHY THIS PROGRAMME?

India's Built Environment sector, encompassing Real Estate, Infrastructure, Construction, and Building Materials, is one of the strongest engines of national growth as the country advances toward a USD 23–35 trillion economy by 2047.

For every ₹1 invested in real estate, ₹0.78 directly contributes to India's GDP, underscoring the sector's unmatched impact. Today, the industry accounts for 7.3% (USD 305 billion) of India's GDP (USD 4.19 trillion) and is projected to **grow fourteen times to USD 4,262 billion by 2047**, with a **CAGR of 12.73%**.

The Real estate and construction industry currently employs 70 million professionals, expected to reach 100 million by 2030. Only **4% of the workforce are skilled professionals**. By 2030, India will require 23 million skilled professionals, **eight times the current pool**.



Traditional classroom learning alone cannot bridge this gap. The future lies in “**Learn While You Work**” programmes that integrate practical experience with professional education. Organisations now seek professionals equipped with flexible, customised, and interdisciplinary learning that aligns with real-world demands. Our graduates will emerge as well-rounded, industry-ready professionals, capable of bridging technical expertise with strategic business insights, leading transformation in India’s rapidly evolving Real Estate & Built Environment sector.

Our real estate management programmes are designed to meet this urgent need. It empowers professionals to take correct decisions and help them to:

- **Develop a holistic view of real estate sector**
- **Work across diverse teams & not in silos.**
- **Understand market trends, policies, and sustainability- driven solutions so as to plan, finance, market, develop, manage and value real estate assets effectively.**
- **Leverage knowledge and innovation for growth and efficiency of organizations & self.**
- **Build strategic, analytical, and leadership skills for a competitive edge.**

**Comprehensive yet flexible, the programme offers a holistic, work-integrated learning experience, preparing professionals to lead India’s next era of growth in the Built Environment sector.**

## OUR MENTORS

The programme is led by renowned Industry Practitioners, Academicians and Experts who bring “global insight with local relevance” to this programme. With extensive experience in development, finance, valuation, asset management, marketing, mortgage and planning, these experts bring their practical knowledge and insights to give an industry lead learning as opposed to textbook style pedagogy.

## PROGRAMME DIRECTOR

### Sunil Agarwal



- Founder - SARE Built Environment Institute
- Founder – SARE Valuers (OPC) Private Limited
- Founder - Black Olive Ventures
- Council Member of Institute of Town Planners India
- Vice President of the Institution of Valuers
- Board and Investment Committee Member of Nisus Finance (Listed Entity)
- Ex-CEO of South Asian Real Estate
- Held senior leadership positions with ICICI Ventures, HSBC, DS Group, Colliers International & Chesterton Meghraj
- Founding Team Member, Director & Associate Dean at the RICS School of Built Environment, AMITY University

## MENTORS - INDUSTRY BOARD



**NK Patel**

Founder - Sun Builders  
Ahmedabad  
Patron & Past President - ITPI



**Tara Subramaniam**

Industry Leader, Ex – HDFC  
and JM Financial



**Amit Goenka**

Founder, Chairman & MD  
Nisus Finance (NiFCO)



**Sunil Tyagi**

Founder  
Zues Law Associates



**Ritesh Vohra**

Managing Partner  
Stoicap Ventures  
Ex - CEO, Invest Corp India  
Real Estate Funds



**Puneet Bhatia**

Ex- Senior Director  
ICICI Ventures



**Samar Sharda**

Ex – MD Investment Banking  
Axis Capital Ltd.



**Amol Shimpi**

Co-Founder - SAS Investors  
Ex-Senior VP - Marketing  
Lavasa Corp. Ltd.  
Ex-National Director, Colliers



**Pallav Agarwal**

Vice President  
Asset Management  
Brookfield Properties



**Varun Goel**

COO  
Black Olive Ventures

## MENTORS - ACADEMIC BOARD



**Rohit Singh**  
Director - Centre for  
Management Education  
AIMA



**Ganesh Singh**  
Professor & Programme  
Director – New Age courses  
AIMA



**Anuja Pandey**  
Professor & Programme  
Director – PGCM, AIMA



**Vivek Sah**  
Director - University of  
Denver - Franklin L. Burns  
School of Real Estate &  
Construction Management  
(USA)



**Jay Mittal**  
Associate Professor  
Masters of Community  
Planning Program (MCP) &  
Masters of Real Estate  
Development Program  
Auburn University -USA



**Mujib Mundewadi**  
Corporate Trainer -Global  
Financial Markets, Corporate  
Finance and Risk Management  
India, USA and South East Asia  
Ex-India MD, Carval Real Estate  
Fund



**Col GK Grover (R)**  
Former Head - Facilities  
Management, DLF  
Former Professor Emeritus  
School of Real Estate, RICS  
School of Built Environment



**Shivanand Swamy**  
Director Emeritus, Center of  
Excellence in Urban Transport  
CEPT University



**Deepak Bhavsar**  
Advisor –Planning &  
Infrastructure advisory  
Kzen Vaktech Pvt Ltd  
Ex-Country Head strategic  
consulting -JLL



**Sanjay Gupta**  
Professor & Head of  
Department of Transport  
Planning School of Planning  
& Architecture, Delhi

## OUR TEAM



### Jayant Sharma

Programme Head  
Head of Operation - SARE  
Masters in urban planning  
IIT Kharagpur

### Shreya Teotia

Programme Manager

### Geetika Gumber

Programme Manager

### Disha Agarwal

Manager - IT & Systems

## WHO SHOULD ATTEND THIS PROGRAMME



Real Estate Professionals



Developers



Brokers and Agents



Marketing & Sales Agencies



Bankers and Financial Professionals



Mortgage Professionals



Investors, i.e., HNI's, Family Offices, AIF's,  
PE Funds Asset Managers & REITs



Regulatory authorities like RERA, SEBI, IBBI



Corporate Real Estate Managers



Urban Managers & Authorities



Urban Planners



Architects and Urban Designers



Engineers and Contractors



Valuers & Consultants



Government and PSU's



New Age Entrepreneurs



Compliance & Legal Experts



Liaison Professionals



Real Estate Educators



Real Estate Enthusiasts/Learners



Young Graduates

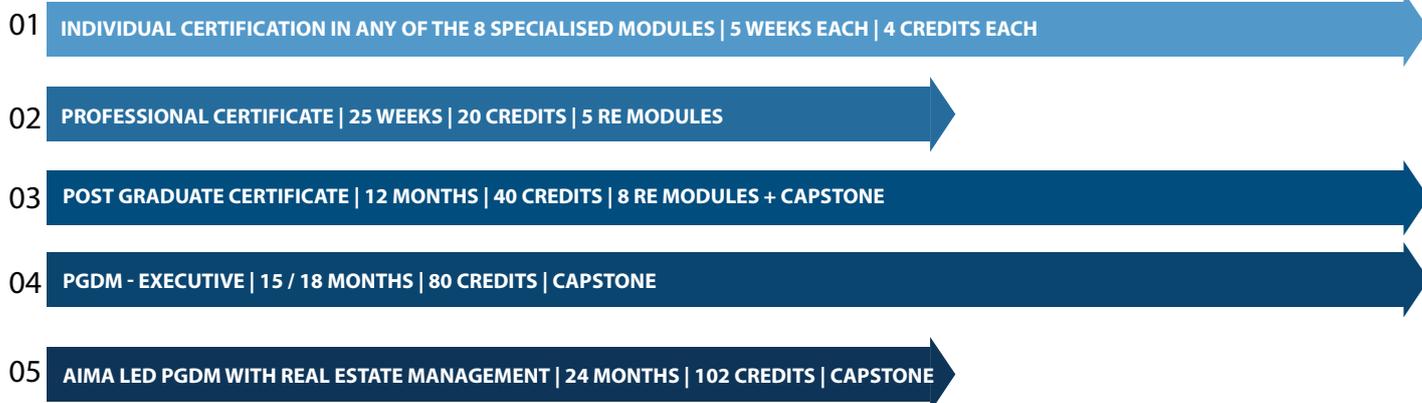
## PEDAGOGY

- "Real Skills for Real World" Approach: Practitioner-led learning through live industry projects and case studies.
- Applied assignments anchored in real-world challenges.
- Fundamental concepts reinforced through established theory & Industry best practices.
- Access to industry mentors and faculty for professional guidance and networking.

## ELIGIBILITY

- Graduates, Working Professionals, Student Pursuing Graduation or Professional Courses in any Discipline.

## PROGRAMME STRUCTURE AND DELIVERY



01 Real Estate Fundamentals	02 Real Estate Policy, Laws & Documentation	03 Real Estate Development	04 Real Estate Finance	05 Real Estate Sales & Marketing
06 Real Estate Valuations	07 Corporate Real Estate & Facilities Management	08 Leadership, Communication & Entrepreneurship in Real Estate	09 Project Management & CEQS in Real Estate	10 Capstone Project/ Study Tour

## PROGRAMME HIGHLIGHTS

- **Industry recognised** and approved executive **education in Real Estate Management.**
- Powered by **AIMA's 70 years of academic excellence** and **SARE's industry leadership.**
- **Online live learning model** with **monthly in-person sessions in major cities.**
- Ideal for working professionals.
- **Modular & Flexible** structure and Delivery.
- **Academic rigor, Practical Industry** insights, Applied learning approach case studies, projects and simulations.
- **One – on – One guidance** from leading real estate professionals and academicians.
- **Global faculty**, local expertise – a true “Global” learning experience.
- **Access to AIMA's professional network** & alumni community.
- Pathway to **AIMA membership and continuing education credits.**
- Exclusive value-adds: Free SARE **Masterclasses** & lifetime SARE **newsletter subscription.**

## PROGRAMME DESIGN AND MODULES

Each course is modular, stackable, and credit-based, allowing participants to build their learning progressively and receive recognition at every stage. Aligned with the National Credit Framework (NCRF) under the National Education Policy (NEP) 2020, learners can accumulate and transfer credits across the programme levels within a course of 5 years.



### Module – 1 | Real Estate Fundamentals

Gain a strong conceptual foundation of the real estate ecosystem and its linkages with the Indian economy. Understand the roles of various stakeholders, core terminologies, principles of real estate, and the sector's complete life cycle. This module also explores emerging trends, positioning real estate as a vital investment asset class in the evolving economic landscape.



### Module – 2 | Real Estate Policy Laws & Documentation

Build legal and regulatory competence essential for operating in India's complex real estate environment. The module covers RERA, LAAR, township and development policies, and documentation processes such as Sale Deed, Title Deed, JD, JV, and PPP agreements. Practical insights into due diligence, compliance, and case studies prepare participants to navigate real-world legal scenarios confidently.



### Module – 3 | Real Estate Development

Learn how to conceptualise, research, and structure successful real estate projects. This module blends market intelligence with technical feasibility and demand-supply assessment. Participants gain expertise in primary and secondary research, data interpretation, and product mix formulation. Case studies on FAR, TDR, land pooling, and value capture provide actionable insights into development strategy.



### Module – 4 | Real Estate Finance

Understand the financial backbone of real estate ventures through this hands-on module. Learn key financial concepts such as leverage, IRR, ROI, and project cash flows. Explore diverse funding avenues—equity, debt, joint ventures, and PPPs—and examine live term sheets and financing structures. Designed to build financial acumen and investor perspective, this module bridges technical and strategic finance.



### Module – 5 | Real Estate Sales & Marketing

Master the art and science of real estate marketing, sales and leasing. This module integrates market research, digital marketing, and consumer behaviour insights to design effective campaigns and drive sales performance. Emphasis on customer relationship management, and data-driven marketing strategies to ensure long-term brand credibility and customer loyalty.



## **Module – 6 | Real Estate Valuations**

Develop professional valuation capabilities aligned with global standards. The module introduces valuation principles, methodologies (market, cost, and income approaches), and techniques like 8. Rent Capitalisation, Residual, Land & Building, Comparison and DCF Method. Through practical case studies, participants learn to determine market value across asset types and apply valuation frameworks for informed decision-making.



## **Module – 7 | Corporate Real Estate & Facilities Management**

Explore how large organisations manage their real estate portfolios as strategic business assets. This module delves into space planning, asset optimisation, and transaction models like leaseback and built-to-suit. Participants learn how to align corporate strategy with real estate decisions to enhance organisational efficiency, cost management, and workplace transformation.



## **Module – 8 | Leadership, Communication & Entrepreneurship in Real Estate**

This dedicated module focuses on building entrepreneurial capabilities across all domains of real estate. It equips learners with practical insights into opportunity identification, business structuring, startups, technology, funding, risk management and scaling real estate ventures in a dynamic market environment. This module also addresses the soft communication as well as Leadership gap, that are relevant in building a scalable business.



## **Module – 9 | Project Management & CEQS in Real Estate**

This module provides a practical understanding of project planning, scheduling and execution in real estate and construction projects. It covers cost estimation, budgeting, quantity surveying, contract management and cost control, enabling learners to deliver projects efficiently, within budget and in compliance with quality and time benchmarks.



## **Module 10 | Capstone Project/ Study Tour**

### **ASSESSMENT & CERTIFICATION**

- Continuous evaluation with class participation and assignments.
- End-term examination.
- Capstone project evaluation for Post Graduate programme.
- Certificate by AIMA as Institutional Partner and SARE as Knowledge Partner upon successful completion.

## CREDIT, DURATION AND PROGRAMME FEES

Programme	Credits	Duration	Fees (INR)
Certificate in Real Estate Fundamentals	04	5 Weeks	₹10,000
Certificate in Real Estate Policy Laws & Documentation	04	5 Weeks	₹15,000
Certificate in Real Estate Development	04	5 Weeks	₹25,000
Certificate in Real Estate Finance	04	5 Weeks	₹25,000
Certificate in Real Estate Sales & Marketing	04	5 Weeks	₹25,000
Certificate in Real Estate Valuation	04	5 Weeks	₹25,000
Certificate in Corporate Real Estate & Facilities Management	04	5 Weeks	₹25,000
Certificate in Leadership, Communication & Entrepreneurship in Real Estate	04	5 Weeks	₹25,000
Certificate in Project Management & CEQS in Real Estate	04	5 Weeks	₹25,000
Professional Certificate in Real Estate Management	20	25 weeks	₹90,000
Post Graduate Certificate in Real Estate Management	40 (Capstone Project)	12 Months	₹1,50,000*
Post Graduate Diploma in Management (Executive) with Real Estate Specialisation	80 (Capstone Project)	15/18 Months	₹4,00,000*
Post Graduate Diploma in Management with Real Estate Specialisation	102 (Capstone Project)	24 Months	₹1,68,000*

\*Prospectus Fee of Rs. 1500/- is applicable for AICTE approved courses

## ENROLMENT AND REGISTRATION PROCESS

**Admissions Open – 2026 Intake**

**Register at:** | <https://sareindia.com/sare-x-aima>

To know more : 9311931827/ 9311101640/ 9654601397

## ABOUT AIMA

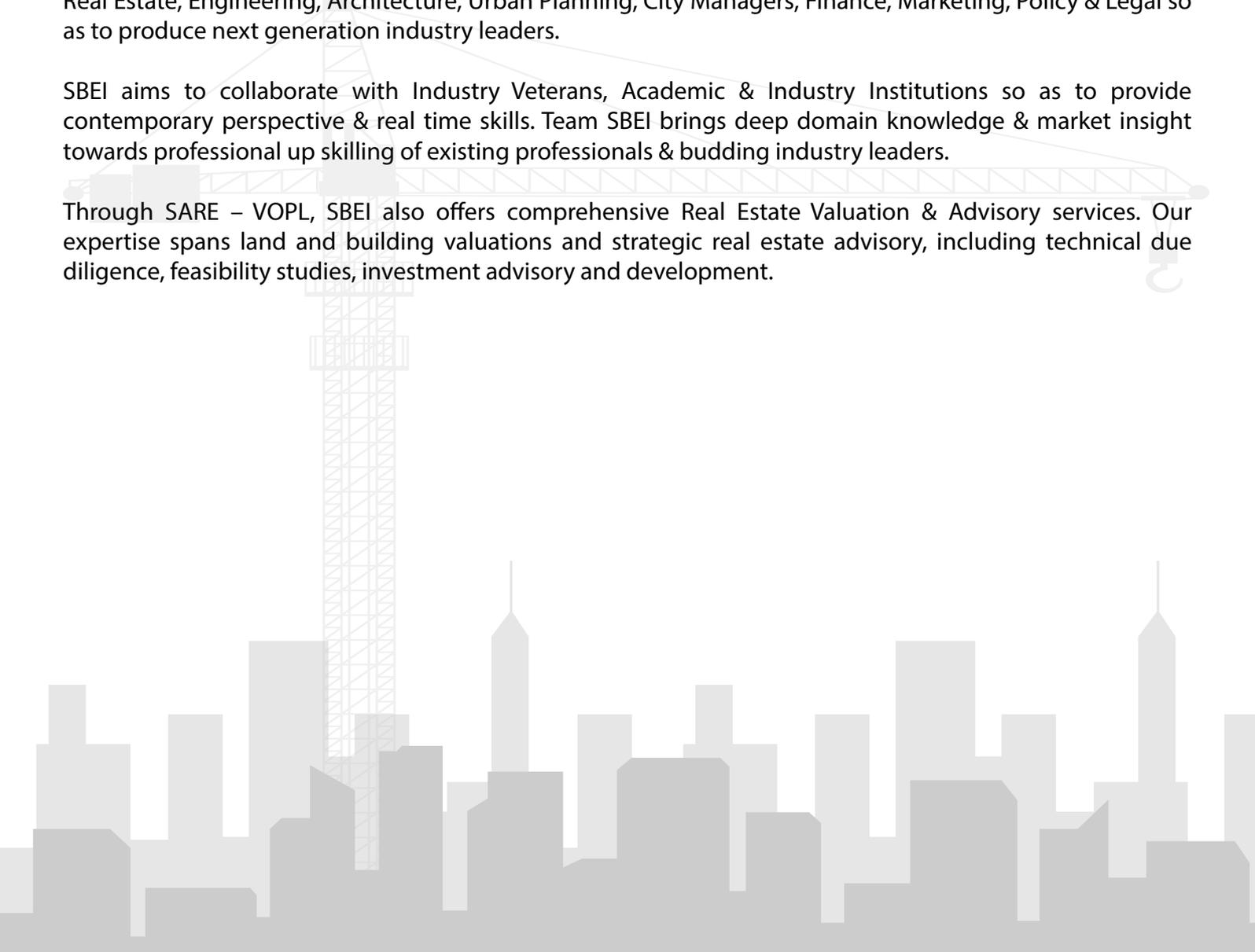
The All India Management Association (AIMA) is the Voice of India's Leaders and Managers, and the apex body for management in India with over 38000 members and close to 6000 corporate / institutional members through 68 Local Management Associations affiliated to it. AIMA was formed close to 70 years ago and is a non-lobbying, not for profit organisation. It works closely with industry, Government, academia and students, to further the cause of the management profession in India; and is represented on a number of policy making bodies of the Government of India and national associations. AIMA offers various services in the areas of testing, distance education, skill development & training, research, publications, executive education and management development programmes – both in the physical and virtual mode. In addition, AIMA brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions.

## ABOUT SBEI

Conceptualized as an Education & Training Organization, SARE – Built Environment Institute (SBEI) is focused on providing cutting edge Competence & Skills to Built Environment Professionals in various domains, i.e. Real Estate, Engineering, Architecture, Urban Planning, City Managers, Finance, Marketing, Policy & Legal so as to produce next generation industry leaders.

SBEI aims to collaborate with Industry Veterans, Academic & Industry Institutions so as to provide contemporary perspective & real time skills. Team SBEI brings deep domain knowledge & market insight towards professional up skilling of existing professionals & budding industry leaders.

Through SARE – VOPL, SBEI also offers comprehensive Real Estate Valuation & Advisory services. Our expertise spans land and building valuations and strategic real estate advisory, including technical due diligence, feasibility studies, investment advisory and development.



Institutional Partner



Knowledge Partner



Contact Us

**Shreya Teotia – Programme Manager | Geetika Gumber – Programme Manager**

AIMA-Centre for Management Education

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