

# Real Estate Development Process

Real Estate Investment

## Course Overview

Real Estate Development Process: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

## What You Will Achieve

- Explain the core principles and current good practice in Real Estate Development Process
- Apply practical tools and techniques for Real Estate Development Process in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Real Estate Development Process in practice
- Build a personal action plan to implement what you have learned

## Who Should Attend

Finance managers, accountants, analysts, budget holders and professionals responsible for financial planning, control or reporting.

## Course Outline

1. Foundations of Real Estate Development Process: principles, terminology and context
2. The business case: why Real Estate Development Process matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

## Upcoming Dates and Fees

| DATES                | VENUE        | FEE (PER DELEGATE) |
|----------------------|--------------|--------------------|
| 23 to 27 Nov 2026    | Lusaka       | \$1,450            |
| 30 Nov to 4 Dec 2026 | Maputo       | \$1,650            |
| 7 to 11 Dec 2026     | Johannesburg | \$1,650            |

### LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.