

Residential Property Development Course Outline



Session	Topic	Time	Course Description
1	Selecting the Best Development Sites and Feasibilities 选择最佳开发项目和可行性	9:30 - 12:30pm	Development Ready - Tax and Accounting Considerations 税务和会计考虑
			Site Acquisition Techniques and things to avoid when buying sites 项目收购 - 什么是好项目？
			Site Selection Parameters - what is a good site? 项目选择参数
			Initial Feasibility Analysis and Case Studies 初步可行性分析
			Contract Negotiation and Settlement 案例研究和合同谈判
2	Feasibility, Initial Designs and Town Planning 可行性, 初步设计和城市规划	130-500pm	Feasibility Case Studies 可行性案例研究
			Understanding Town Planning approach 了解城市规划
			Planning Schemes and overlays and Rescode Basics 规划立法和ResCode
			Tips on managing concept designs 管理初步概念设计
			Project vision and branding, Good vs bad design and layouts 项目愿景, 评估楼层平面图
3	Detailed Design and Documentation 详细的设计和文档	9:30 - 12:30pm	Working Drawings management and things to watch out 工作图纸管理
			Cost control - valuable tips on controlling costs and materials and detailing 成本控制和管理成本的提示, 而不影响质量
			Building Permits and Tender - How to obtain one 建筑许可证要求
			Construction Contracts - risks for the owner in contracts 建筑合同 - 业主风险
4	Sales and Marketing 销售和营销策略	130-430pm	Pre-sales management and risks for the owner 管理预售和业主风险
			Project examples and case studies 最佳实践案例研究
			Best practice on project marketing 最佳实践项目营销
			Marketing and sales approach and successful tips 营销和销售策略
5	Project Financing 项目融资	9:30 - 12:30pm	Financing of projects approach 项目融资方式
			Current Banking Requirements and hurdles 当前银行业务需求
			JV and Private Equity Financing and Operation Models 合资企业和项目融资模式
			Tips on obtaining the best valuation possible 评估方法获得最佳效果
6	Construction Management and Settlement 施工管理与结算	130-330pm	Construction Management and Builder Selection 施工管理与施工人员选择
			Managing Time, Quality and Cost 管理时间, 质量和成本
			Tips on builder selection and management 承包商选择提示
			Project completion and settlement procedures 项目完成和结算程序
			Settlement procedures and handover to purchasers 移交提示和最佳做法