

Course Title	MANAGING REAL ESTATE ORGANIZATIONS				
Course Code	MRED 530				
Course Type	COMPULSORY				
Level	MASTER				
Year / Semester	YEAR 1/SEMESTER 1				
Teacher’s Name	Marios Katsioloudes/Andrie Michaelides				
ECTS	6	Lectures / week	3	Laboratories / week	
Course Purpose and Objectives	Covers the fundamentals of professional property management of investment properties: residential, commercial and industrial. Focuses on organization, staffing, marketing, accounting maintenance, landlord/tenant law and management procedures. Designed for the real estate practitioner who wishes to specialize in property management.				
Learning Outcomes	<p>Upon the successful completion of the course, students will be able to:</p> <ul style="list-style-type: none">• Apply the principles of real property management.• Evaluate the goals, objectives and marketing skills needed to manage multi-residential, commercial and industrial properties.• Analyze and evaluate the specialized training and experience necessary for today’s professional property manager.• Describe and illustrate current marketing, accounting and maintenance procedures used by professional management firms.• Define and explain landlord/tenant and discrimination laws relating to the practice of property management. <p>Become familiar with all the functional areas of a real estate organization.</p>				
Prerequisites	NONE		Required		
Course Content	<p>1. The Corporate Real Estate Asset Management (CREAM) Context</p> <p>2. Position: Understanding the business environment</p> <p>3. Purpose: How company and corporate strategies can be aligned</p> <p>4. Paradigm: How a company aligns its real estate with its culture, mission and values</p> <p>5. Processes: How real estate can support business processes, activities and work styles</p> <p>6. Procurement: Selecting appropriate real estate options that support the strategic and financial requirements of the corporate occupier</p>				

	<p>7. Place: Selecting appropriate locations, buildings and configurations</p> <p>8. People: The importance of the interaction between people and real estate</p> <p>9. Planet: How CREAM can integrate sustainability, responsibility and governance</p> <p>10. Performance: How to measure and benchmark the performance of corporate real estate</p> <p>11. Productivity: How CREAM can support improved business productivity</p>
Teaching Methodology	A combination of lectures and discussions. Student presentations and case study analysis. Guest speakers will be invited.
Bibliography	Haynes, B.; Nunnington, N. and Eccles. T. (2017). Corporate Real Estate Asset Management. Strategy and Implementation. Routledge.
Assessment	<p>Class Participation: 10%</p> <p>Individual Project: 15%</p> <p>Group Project: 25%</p> <p>Exam 1: 20%</p> <p>Final Exam: 30%</p>
Language	ENGLISH