

**FUTURE INNOVATOR**  
TRAINING INSTITUTE

# **REAL ESTATE MANAGEMENT IN DUBAI**

**PROFESSIONAL TRAINING PROGRAM**





# MANAGE PROPERTIES. DRIVE PERFORMANCE.

A practical program designed to develop the skills required to manage property operations, support tenant relationships, coordinate services and monitor property performance.

## KEY AREAS

### DUBAI REAL ESTATE

Understand the Dubai real estate market and regulatory framework.

### PROPERTY OPERATIONS

Develop practical knowledge of leasing, maintenance, contracts and service coordination.

### TENANT & STAKEHOLDER MANAGEMENT

Strengthen communication, retention and customer experience.

### PERFORMANCE & COMPLIANCE

Monitor KPIs, manage risk and support property performance.

## PROGRAM SUMMARY





# WHO SHOULD ATTEND THE PROGRAM ?

## DESIGNED FOR PROPERTY & REAL ESTATE PROFESSIONALS

- Property Managers
- Real Estate Professionals
- Leasing & Property Executives
- Facility & Building Management Professionals
- Property Administrators
- Real Estate Investors & Owners
- Asset Management Professionals
- Customer & Tenant Relations Teams
- Professionals Entering Dubai Real Estate





# WHAT YOU WILL BE ABLE TO ACHIEVE



01

## Understand Dubai Real Estate

Build knowledge of the Dubai market and regulatory framework.



02

## Manage Property Operations

Strengthen leasing, maintenance and day-to-day property management skills.



03

## Improve Tenant Experience

Build stronger tenant relationships, retention and service quality.



04

## Manage Occupancy & Revenue

Understand occupancy, vacancy and rental performance.



05

## Strengthen Contracts & Collections

Manage rent collection, renewals and contract processes.



06

## Manage Risk & Compliance

Improve documentation, compliance and property related risk management.



07

## Track Property Performance

Use KPIs, reporting and performance datas



08

## Embrace PropTech

Explore technology and digital tools for modern property management.





# COURSE OUTLINE

## 01 DUBAI REAL ESTATE MARKET

Dubai Real Estate Market · Regulatory Framework

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## 02 PROPERTY LEASING & PORTFOLIO MANAGEMENT

Property Leasing · Portfolio Management

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## 03 TENANT RELATIONS & CUSTOMER EXPERIENCE

Tenant Relations · Retention & Customer Experience

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## 04 OCCUPANCY & RENTAL PERFORMANCE

Occupancy Management · Vacancy & Rental Performance

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## 05 PROPERTY VALUATION & MARKET ANALYSIS

Property Valuation · Pricing & Market Analysis

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## 06 RENT & CONTRACT MANAGEMENT

Rent Collection · Renewals & Contract Management





# PERFORMANCE, COMPLIANCE & DIGITAL MANAGEMENT

## 07 PROPERTY MAINTENANCE

Property Maintenance · Service Provider Coordination

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## 08 RISK & COMPLIANCE

Risk Management · Compliance & Documentation

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## 09 PROPERTY PERFORMANCE

KPI Tracking · Reporting & Property Performance

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## 10 STAKEHOLDER COMMUNICATION

Owner Communication · Tenant & Stakeholder Management

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## 11 PROPTech & DIGITAL MANAGEMENT

PropTech · Digital Property Management

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## 12 PROPERTY CHALLENGES & DISPUTES

Property-Related Challenges · Dispute Management





# LEARN THROUGH REAL PROPERTY SCENARIOS



## PRACTICAL ACTIVITIES

Apply property management concepts to realistic operational situations.



## CASE-BASED LEARNING

Explore leasing, tenant, maintenance and property performance scenarios.



## PROPERTY OPERATIONS

Understand how different property management functions work together.



## PERFORMANCE ANALYSIS

Work with KPIs, occupancy, vacancy and rental performance concepts.



## REAL-WORLD CHALLENGES

Explore communication, compliance, risk and property-related challenges.

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# READY TO MANAGE PROPERTIES WITH CONFIDENCE?

ENROL NOW

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