REAL ESTATE EXECUTIVE SEMINAR:
Capital, Partnerships, and Portfolios
WWW.EXED.HBS.EDU/PROGRAMS/RE/

Program Objectives
To take full advantage of new opportunities and ensure the long-term profitability of development portfolios, real estate leaders must navigate today's increasingly complex capital and real estate markets. With an emphasis on finance and leadership, this year's Real Estate Executive Seminar provides seasoned real estate developers, investors, and service providers with the ability to invest more strategically; analyze political, governance, and environmental constraints; and identify the most promising projects.

Curriculum
In this intensive, multidisciplinary seminar, you will explore the latest research and best practices as you examine the real estate business through the diverse lenses of finance, the built environment, business strategy, and organizational leadership. Case studies, interactive exercises, and small group and classroom discussions will improve essential skills for today's real estate leaders:

• Analyzing a range of funding options
• Evaluating varying investment and risk preferences of capital sources
• Constructing a diversified, risk-adjusted commercial real estate portfolio
• Negotiating and structuring complex deals
• Assessing risk and opportunity in international development and investing
• Identifying suitable financing, recapitalization, and refinancing structures
• Leading teams through market highs and lows and periods of change
• Predicting how shifts in the global economy and capital markets might impact your business strategy

Participant Mix
This seminar is designed primarily for executives with substantial experience in large, established real estate organizations, including real estate owners, lending officers, and private real estate developers. It is also appropriate for service providers to the industry such as financial analysts, lawyers, architects, urban planners, and brokers.

Anticipated Faculty
WHY HARVARD BUSINESS SCHOOL?
This is where world leaders convene. At Harvard Business School, you will do more than prepare for the next step in your career. You will develop the worldview, strategic skills, and leadership capacity to master the complex global challenges that face your company today.

The Case Method, pioneered by Harvard Business School, is a proven tool for expanding your leadership capability and expertise. No other program puts you face to face with the faculty who wrote the cases and experienced the outcomes.

Our Global Curriculum integrates the best practices and cultural insights of the world’s top businesses. You will return with the latest strategies for achieving your company’s goals—and your career objectives.

A Diverse Group of Accomplished Peers will share their unique perspectives and life experiences. You will leave with a business network that spans functions, industries, and the globe.

Full-Time Harvard Business School Faculty members teach every course. Drawing on proven business expertise and field-based research, they will engage you in an unparalleled learning experience.

Admissions
Application Process – Please visit www.exed.hbs.edu for complete admission requirements and to apply online. Applications are requested at least four weeks before the program start date. Since qualified candidates are admitted on a rolling, space-available basis, early application is encouraged.

Admission Requirements – Admission is selective and based on professional achievement and organizational responsibility. No formal educational requirements apply. Executive Education programs enhance the leadership capacity of the managers enrolled as well as their organizations, and HBS expects full commitment from both. While participants devote time and intellect to the learning experience, sponsoring organizations agree to relieve individuals of their work responsibilities during the program.

Program Fee – The program fee covers tuition, books, case materials, accommodations, and most meals. Payment is due within 30 days of the invoice date. If admission is within 30 days prior to the start of the program, payment is due upon receipt of the invoice. Cancellation policies are outlined in the information provided to applicants upon admission.

Connect With Us
For more information, please contact our Client Services team at:
Executive Education Programs
Harvard Business School
Soldiers Field
Boston, Massachusetts 02163-9986 U.S.

Email: executive_education@hbs.edu
Telephone: 1-800-427-5577
(outside the U.S., +1-617-495-6555)
Fax: +1-617-495-6999

Connect with us via LinkedIn, Facebook, YouTube, and Twitter: www.exed.hbs.edu/connect/

In accordance with Harvard University policy, Harvard Business School does not discriminate against any person on the basis of race, color, sex or sexual orientation, gender identity, religion, age, national or ethnic origin, political beliefs, veteran status, or disability in admission to, access to, treatment in, or employment in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Ms. Nancy DellaRocco, Harvard Business School, Soldiers Field, Boston, MA 02163-9986 U.S.

Programs, dates, fees, and faculty are subject to change. ©2016 President and Fellows of Harvard College.