



Real Estate Sector

**Training Plan
2023**



Real Estate Sector

| Code | Course Title | Date | Venue |
|---------|---|----------------------|-----------------|
| RES 212 | Real Estate Investment and Financing | 01 – 05 JAN 2023 | Istanbul |
| RES 214 | Corporate Real Estate and Facilities Management | 08 –12 JAN 2023 | Istanbul |
| RES 216 | An Introduction to Real Estate Sector Strategy | 15 – 19 JAN 2023 | Cairo |
| RES 218 | Asset and Property Management | 22 – 26 JAN 2023 | Dubai |
| RES 220 | Real Estate and Property Management | 29 JAN – 02 FEB 2023 | London |
| RES 222 | Accredited Residential Manager (ARM) | 05 – 09 FEB 2023 | Istanbul |
| RES 224 | Digital Marketing - Keys To Success in The Real Estate Sector | 12 – 16 FEB 2023 | Austria |
| RES 226 | Hospitality Real Estate | 19 – 23 FEB 2023 | Amsterdam |
| RES 228 | Real Estate Finance | 26 FEB – 02 MAR 2023 | Sharm El Sheikh |
| RES 230 | Professional Real Estate Marketing | 05 – 09 MAR 2023 | Kuala Lumpur |
| RES 232 | Real Estate Brokerage | 12 – 16 MAR 2023 | Istanbul |
| RES 234 | Property Management | 19 – 23 MAR 2023 | Istanbul |
| RES 236 | Continuous Education Program for Brokers | 26 – 30 MAR 2023 | Cairo |
| RES 238 | Best Practices in Real Estate Selling and Leasing | 02 – 06 APR 2023 | Dubai |
| RES 240 | Real Estate Marketing | 09 – 13 APR 2023 | London |
| RES 242 | Real Estate Valuers Certificate | 16 – 20 APR 2023 | Istanbul |
| RES 244 | Commercial Real Estate Brokers | 23 – 27 APR 2023 | Austria |
| RES 246 | Roadmap to Customer Advocacy in Real Estate | 30 APR – 04 MAY 2023 | Amsterdam |
| RES 248 | Customer Service for Excellence in Real Estate Relationships | 07 – 11 MAY 2023 | Sharm El Sheikh |
| RES 250 | Real Estate Negotiation and Communication Skills | 14 – 18 MAY 2023 | Kuala Lumpur |



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| RES 252 | Real Estate Data Training Certificate | 21 – 25 MAY 2023 | Istanbul |
| RES 254 | Real Estate Digital Marketing Masterclass | 28 MAY – 01 JUNE 2023 | Istanbul |
| RES 256 | Real Estate Analyst | 04 – 08 JUNE 2023 | Cairo |
| RES 258 | Retail Property Appraisals | 11 – 15 JUNE 2023 | Dubai |
| RES 260 | Visualisation Techniques for Real Estate Models | 18 – 22 JUNE 2023 | London |
| RES 262 | Real Estate Developer | 25 – 29 JUN 2023 | Istanbul |
| RES 264 | Corporate Valuation Models in Excel | 02 – 06 JULY 2023 | Austria |
| RES 266 | Real Estate Private Equity Modelling in Excel | 09 – 13 JULY 2023 | Amsterdam |
| RES 268 | Hotel Investment | 16 – 20 JULY 2023 | Sharm El Sheikh |
| RES 270 | Real Estate Modelling Masterclass | 23 – 27 JULY 2023 | Kuala Lumpur |
| RES 272 | Asset Allocation Modelling | 30 JULY – 03 AUG 2023 | Istanbul |
| RES 274 | Real Estate Investor | 06 – 10 AUG 2023 | Istanbul |
| RES 212 | Real Estate Investment and Financing | 13 – 17 AUG 2023 | Cairo |
| RES 214 | Corporate Real Estate and Facilities Management | 20 – 24 AUG 2023 | Dubai |
| RES 220 | Real Estate and Property Management | 27 – 31 AUG 2023 | London |
| RES 222 | Accredited Residential Manager (ARM) | 03 – 07 SEP 2023 | Istanbul |
| RES 224 | Digital Marketing - Keys To Success in The Real Estate Sector | 10 – 14 SEP 2023 | Austria |
| RES 226 | Hospitality Real Estate | 17 – 21 SEP 2023 | Amsterdam |
| RES 228 | Real Estate Finance | 24 – 28 SEP 2023 | Istanbul |
| RES 230 | Professional Real Estate Marketing | 01 – 05 OCT 2023 | Kuala Lumpur |
| RES 232 | Real Estate Brokerage | 08 – 12 OCT 2023 | Istanbul |
| RES 236 | Continuous Education Program for Brokers | 15 – 19 OCT 2023 | Istanbul |
| RES 238 | Best Practices in Real Estate Selling and Leasing | 22 – 26 OCT 2023 | Cairo |
| RES 242 | Real Estate Valuers Certificate | 29 OCT – 02 NOV 2023 | Dubai |



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| RES 244 | Commercial Real Estate Brokers | 05 – 09 NOV 2023 | London |
| RES 246 | Roadmap to Customer Advocacy in Real Estate | 12 – 16 NOV 2023 | Istanbul |
| RES 248 | Customer Service for Excellence in Real Estate Relationships | 19 – 23 NOV 2023 | Austria |
| RES 250 | Real Estate Negotiation and Communication Skills | 26 - 30 NOV 2023 | Istanbul |
| RES 254 | Real Estate Digital Marketing Masterclass | 03 – 07 DEC 2023 | Istanbul |
| RES 256 | Real Estate Analyst | 10 – 14 DEC 2023 | Dubai |
| RES 258 | Retail Property Appraisals | 17 – 21 DEC 2023 | Cairo |
| RES 260 | Visualisation Techniques for Real Estate Models | 24 – 28 DEC 2023 | Istanbul |