

India's Best Management School
for
Real Estate and Construction Sector

INTERNATIONAL
EXECUTIVE
MASTERS IN BUSINESS
ADMINISTRATION

REAL ESTATE
BUSINESS AND
CONSTRUCTION AND
FINANCE MANAGEMENT



I | R | E | F

INSTITUTE OF REAL
ESTATE AND FINANCE
ESTD-2010

REAL ESTATE - CONSTRUCTION - FINANCE



ABOUT IREF

Conceptualized in 2010 with a successful journey till date, having more than 1000 students trained and placed in industry, Institute of Real Estate and Finance has emerged as a Market Leader Pivotal Institution in the field of "Real Estate, Construction and Finance". IREF created a platform for certification imparting market focused, industry centric - education, a thoughtful research base for - academia and innovation with the changing dynamics of the industry.

IREF offers a bouquet of specialized industry recognized courses and certification programs. These courses are based on rich content, practical knowledge and industry experience to students, professionals and entrepreneurs. The course content comprises of class rooms sessions, practical, internships, industry field visits, expert interactive sessions, participation in various events and interesting sessions on personality and soft skill development. The programs are built on a strong base of technical and functional knowledge but they also have a major focus on management skill sets for conducting of Real Estate Business as a whole. IREF has always been focusing on creating Managers and Future Entrepreneurs, thus becoming pillars of strength and support for our ambitious and aspiring students towards entrepreneurship.

We have a core team of highly professional and experience educators and trainers. The passion and knowledge of this team is our real strength. They have created an ecosystem where rich content, inclusive training covering all aspects of the subject, articulated deliverables, innovative teaching techniques, training with the help of audio/visual techniques, an assignment-based evaluation model and most importantly a huge focus on national and international case studies and on-field industry trainings to give a practical learning experience.

We also have a team of industry experts who will be part of students journey towards excellence. Right from planning of internships, various assignments, guidance and placements, they will also be taking seminars and workshops on new innovations or new techniques in the

industry.

IREF is currently associated with various institutions and professional body of repute like Symbiosis Institute of Management Studies (SIMS), Pune Construction Engineering Research Foundation (PCERF), National Real Estate Development Council (NAREDCO) and Zeal Education Society to create unique academic standards and research-oriented approach.

At IREF, we provide a balanced combination of academic and business-oriented content through a unique theory approach and also deeper practical hands-on understanding of industry processes and techniques. Thus, along with theories, we focus more on solution providing using technology, techniques and tools.

IREF partnered with leading B-School Symbiosis Institute of Management Studies (SIMS) from 2016 to 2018 for running successful industry-oriented Post Graduate classroom programs. We strongly believe that Real Estate sector is a sector of about 200 billion dollars and is growing at unprecedented pace and require huge manpower of trained and skilled resources which will directly contribute towards making India one of the world's largest economies. We also strongly believe that real estate is a core of all businesses and the scope and impact of our program is not only focused towards real estate, construction and finance but also impacts any business who uses real estate for operations or uses real estate as an asset or uses to generate direct/ indirect business.

We have partner with Lincoln University College, a leading Malaysian university with a global footprint to provide UGC recognized international degree with global academic and industry exposure .This also gives our students access to International faculties.

Our International Masters in Construction Management is India's first global program for real estate and construction sector

FROM DIRECTOR'S DESK



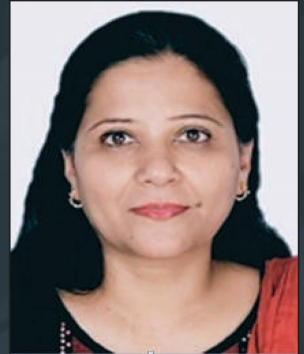
ABHAY KUMAR

Director - Programme
(B.E., MBA, MLL)

This programme is designed to facilitate transition of young talented Civil Engineers, Architects any graduates into future Industrial Leaders. Our students have outstanding career records and are capable of administrating general, technical as well as operational responsibilities. I wish our students tremendous success in the year to come and look forward to seeing them as active contributors to the organization's they join.

CA ASHLESHA PARANJPE

Director - Academic
(B.Com, CA, CMA)



Progressive learning is the approach that we follow at IREF it focuses on the student's ability to identify and tackle business issues rather than simply learning the facts and techniques. Our aim is to provide quality management education to the students and make them future managers and leaders.



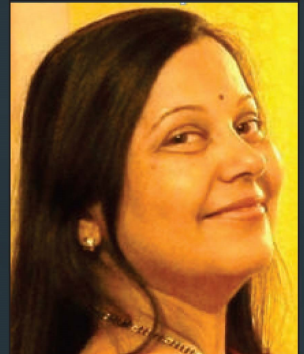
DR. ATUL JUNNAKAR

Director - Research and Development
(B.E., MBA, PhD.)

Research and Development is the prime objective of any institute. At IREF we believe that Research and Development is the key to success for any industry. We emphasize more on research because it is the thing which students should learn & take themselves to the organisation where they will be working as managers.

AR.MRUNALINI SANE

Director - Innovation and Corporate Collaboration.
(B.Arch., M.Arch.)



At IREF our students are trained to solve various problems not only through traditional knowledge but also in innovative ways. Innovation is the next step to success is what we believe. Our students are shaped to adapt new changes and create more effective processes.

ACADEMIC PHILOSOPHY

We believe that leaders are not born and we can create them by providing right environment where they can be groomed and mentored. To create next generation leaders our courses have been built on 3 core principles:

- **LEARN:** Our program and teaching methodology help students and learners to become life long learners so that with changing environment they can learn new things and adapt to new changes.
- **SEEK:** Our program and content enables the students and learners to be a seeker, who should seek new opportunities with what they have learned. Asking right questions and seeking solutions is the mark of a great leader.
- **CREATE:** We provide an entrepreneur environment to all the students and learners so that they can create solutions for industry and business challenges. We enable our students and learners to create solutions with whatever resources they have.

BOARD OF DIRECTORS ACADEMIC EXCELLENCE



Manish Kumar
(Co- founder and CEO - GREX)
(B.E, MBA)

Manish Kumar is B.E, MBA from Symbiosis (SIMS) and have 15+ years experience as a entrepreneur in Finance, technology and Real Estate.



Madhukar Kale
(Co- Founder and CEO - AAKAR Engg.)
(B.E -Civil, M.E)

Madhukar Kale is B.E - Civil, M.E from COEP Pune. He has 30+ years experience in Construction and Project Management.



Saurav Kumar
(Olympeo Infrastructure)
(B. Arch, IIT Kharagpur)

Saurav Kumar is an Alumni of IIT Kharagpur .He brings 10+ years of experience in construction management, real estate marketing and sales. He expertise in "technology first" driven strategies formulation and its implementation for real estate business.

BOARD OF ADVISORS ENTREPRENEURSHIP DEVELOPMENT



Ashish Parekh
(Founder, Director & CEO Naval Publicity)
(B.Com)

Ashish Parekh is a commerce graduate from Pune University. He has 20+ years experience in branding, advertising & marketing while having created top Real Estate, & Retail brands across India.



Ratnesh Upadhyay
(Co- founder and CEO - Lisa Home Solutions)
(B.E, MBA)

Ratnesh Upadhyay is B.E and have 15+ years experience in Real Estate Sector. He has co-founded one of the largest residential property management company in India.



Pradeep Maheshwari
(Director- Crown Realities)
(B.Sc)

Pradeep Maheshwari is a Graduate. He is having 10+ years experience as a Real Estate trainer and expert.

ACADEMIC COUNCIL MEMBERS



CA Ashlesha Paranjape

(B.Com , CA , CMA)

Ashlesha Paranjape is a Chartered Accountant (CA) having 20+ experience in banking and finance, real estate and



Chetan More

(B.E-Civil, M.E., PGP ACM (NICMAR))

Chetan More is B.E-Civil. He is assistant Professor at D. Y Patil School of Architecture, Pune



Pramit Kumar

(B. E, PGMP, PMP, CSM , ITIL)

Mr. Pramit Kumar is an internationally experienced management professional with more than 10 years of program/project management experience having delivered more than 10 programs and 75+ projects.



Pushkar Baldota

(B.E-Civil)

Pushkar Baldota is a B.E-Civil Engineer with 7 years experience in ERP, Microsoft Project (MSP), Primavera, Planning and Estimation.



Sameer Gujar

(B.E- Civil, M.S- Project Management)

Sameer Gujar has 15 + years of experience in the construction industry in India and USA.



Imtiyaz Shaikh

(B.E MBA)

Imtiyaz Shaikh is Master in HR and BE Information Technologies from VIT, Pune. He has 15 years of experience in corporate training & skill development.



Sachin Selvaraj

(B.Com, M.Sc)

Sachin Selvaraj is B.Com from Pune University, and M.Sc from University of Leeds. He have 12+ years experience in Digital Marketing.

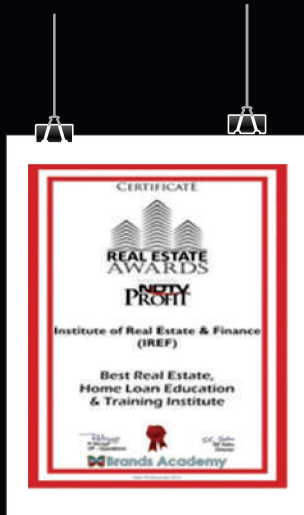


Sagar Bedre

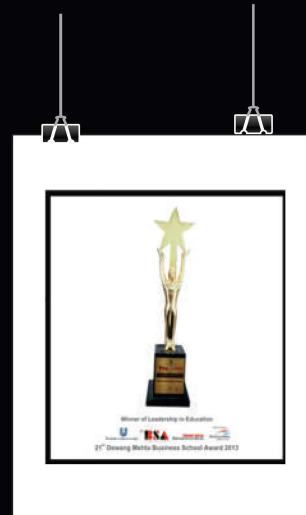
(L.L.B.)

Sagar Bedre is L.L.B. Graduate. He also did certification in Banking , Corporate and from the Institute of Company Secretaries of India (ICSI). He have 10+ years of experience in teaching .

GLIMPSE OF AWARDS



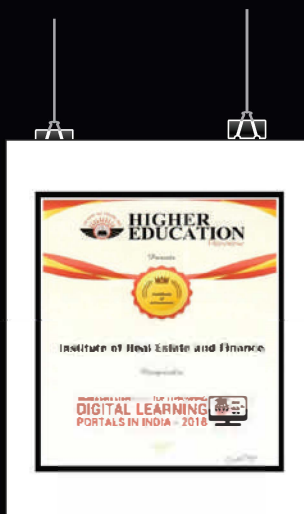
**NDTV Award For
Best Real Estate
Institute - 2013**



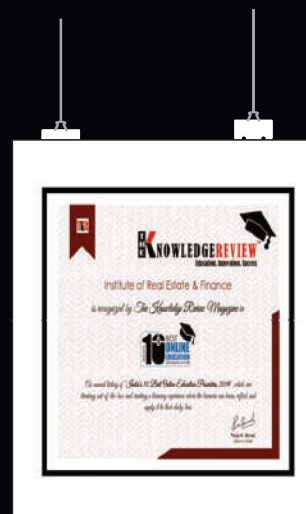
**Devang Mehta
B School
Award - 2014**



**Lokmat Best
Education Institute in
Real Estate in 2015**



**India's Top Ten most
Promising E-learning
Platform -The Higher
Education Review
Magazine - 2018**



**India's 10 Best
Online Education
Providers - 2019**

IREF ADVANTAGE

- Institute of Real Estate and Finance has entered in its 4th successful year for full time classroom program with 100% placement.
- Institute of Real Estate and Finance has vast Alumni network in Real Estate, Construction and Finance Sector in India.
- Institute of Real Estate and Finance offers best education at affordable Prices. Also it has tie up with financial institutions for Student Loan.

- Institute of Real Estate and Finance provides certification which is well recognized in Real Estate, Construction and Finance Industry
- Institute of Real Estate and Finance is backed up by various CEO, Directors and Entrepreneur across India.
- Institute of Real Estate and Finance continuously update the course as per the requirement of the Industry
- Institute of Real Estate and Finance is focused on problem solving oriented education.

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9+ Years of Education

3000+ Certifications

5+ National Awards

300+ Managers Trained

100+ Entrepreneurs Developed

100% Job for all PG Students

10+ Real Estate Startups Supported

GOVERNMENT RECOGNISATION

INSTITUTE OF REAL ESTATE AND FINANCE (IREF KNOWLEDGE SERVICES PRIVATE LIMITED) recognized by the Department for Promotion of Industry and Internal Trade, Ministry of Commerce and Industry, Government of India.

Certificate No.: DPIIT35788

Recognized by:

वाणिज्य एवं उद्योग मंत्रालय
MINISTRY OF COMMERCE AND INDUSTRY

उद्योग संवर्धन और आंतरिक व्यापार विभाग
DEPARTMENT FOR
PROMOTION OF INDUSTRY AND
INTERNAL TRADE

STANDING COMMITTEE ON URBAN DEVELOPMENT
(2013-2014)
MINISTRY OF HOUSING AND URBAN POVERTY ALLEVIATION
THE REAL ESTATE (REGULATION AND DEVELOPMENT) BILL, 2013.

THIRTIETH REPORT



LOK SABHA SECRETARIAT
NEW DELHI

Institute of Real Estate and Finance (IREF) is the only institute invited by Ministry of Housing and Urban Alleviation to submit memorandum and present their views to standing committee at Parliament on "The Real Estate (Regulation and Development) Bill, 2013 & Fourth sitting of committee held on Wednesday 6th November, 2013

ASSOCIATIONS

Institute of Real Estate and Finance have MoU with Zeal Education Society, a leading Education Group in Pune as their Infrastructure Partner.



Institute of Real Estate and Finance is Knowledge Partner and collaborator for Full time 15 Months Program and Part Time 9 Month Certification Program in Real Estate and Construction Management at Symbiosis

Institute of Real Estate and Finance is member and active partner of national body of NAREDCO.



National Real Estate Development Council
Under the Aegis of Ministry of Housing & Urban Poverty Alleviation
Government of India



Institute of Real Estate and Finance is associated with PCERF, Pune for promoting excellence in education by co-sponsoring PCERF vidhyarthi

Institute of Real Estate and Finance have MoU with Lincoln University College, a leading University in Malaysia as their India Education Partner.



STUDENT INTERACTION / CO CURRICULUM ACTIVITIES



STUDENT DEVELOPMENT ACTIVITIES

For the overall development and engagement of the students, IREF facilitates various student development activities.

INTERNATIONAL ACADEMIC AND INDUSTRY EXPOSURE

Students get international academic and industry exposure to global real estate markets like Dubai ,Kuala Lumpur and Singapore during the study period ,which not only helps them to make industry ready global managers but also helps them to know the international job and industry better.

SOFT SKILLS TRAINING AND GROOMING

Soft skill development has become an integral part of personality development. IREF conducts training for developing soft skill and personality, since students have to be presentable, effective in presentations, strong in communication and use skills and knowledge both to make an impact.

ALLIED TRAINING CELL

IREF offers software and skill development training for allied topics like Microsoft Project, BIM and Primavera to students which helps them to upgrade their skill as per the industry requirement.



TRAINING METHODOLOGY

At Institute of Real Estate and Finance, we have a professional team for overall development of the student. The student is given proper balance of classroom program, case studies, group work, practical, site and industry visit. A balance is kept between their classroom sessions, group activity and practical. Various Site visits are conducted throughout the year which keep them updated with the practical knowledge and new technologies in the real estate industry.

Various seminar and conclaves are conducted through the year where they can have direct interact with the CEOs and Directors of the companies. During the program student get a 360 degree view of the real estate industry. When the student completes its program and goes to the corporate world, we make sure they can mark their presence. When the student completes its program and goes to the corporate world, we make sure they can mark their presence.



Institute of Real Estate and Finance, Pune, India

**International Executive Masters in Business
Administration (In-Ex-MBA)**

Program Structure

- | | | |
|-----|-----------------------------|--|
| 1. | Objective | To bridge the gap between arising demand for the right knowledge and the unavailability of the same in the real estate sector, thereby creating entrepreneurial opportunities for any aspiring international professionals from developing economy who wishes to get into this sector. Our programme carves ready professionals possessing good mix of technical, management and administrative abilities. |
| 2. | Duration | 9 Month (Maximum 12 Month with Extension) |
| 3. | Intake | 20 Students |
| 4. | Reservation of Seats | Open to all |
| 5. | Eligibility | An executive/ professional seeking admission for the programme must possess Bachelor's Degree of any Statutory University or any other recognized Foreign University/Diploma with 3 years of work experience . |
| 6. | Selection Procedure | Personal Interaction |
| 7. | Programme Pattern | Module Based Study |
| 8. | Fees | 2000 USD |
| 9. | Assessment | All courses will have 30% internal component and 70% external component exam. |
| 10. | Standard of Passing | Students securing more than or equal to 40% of absolute marks in each head for passing/Subject. |
| 11. | Award of Certificate | The autonomous certificate will be awarded the Institute of Real Estate and Finance at the end of last semester examination by taking into consideration the performance of all semesters examinations after obtaining minimum 40% aggregate out of 100%. |

Institute of Real Estate and Finance Pune

International Executive Masters in Business Administration in Real Estate, Construction and Finance Management (In-Ex-MBA)				
Module	Real Estate Management			
Course Code	Subject	Submission	Exam	Total Marks
IREF 017	Principles of Real Estate Business	30	70	100
IREF 019	Real Estate Residential and Commercial Marketing	30	70	100
IREF 014	Fundamentals of Real Estate	30	70	100
IREF 015	Core Real Estate	30	70	100
Module	Construction Project Management			
Course Code	Subject	Submission	Exam	Total Marks
IREF 006	Introduction to Construction Management	30	70	100
IREF 001	Real Estate Construction & Project Management	30	70	100
IREF 002	Construction Site Management	30	70	100
IREF 005	Estimation, Costing, Tender, Contracts Management	30	70	100
Module	Real Estate Finance Management			
Course Code	Subject	Submission	Exam	Total Marks
IREF 011	Fundamentals of Housing Finance	30	70	100
IREF 020	Real Estate Feasibility Analysis	30	70	100
IREF 013	Core Home Finance	30	70	100
IREF 021	Real Estate Valuation	30	70	100
Module	General Management			
Course Code	Subject	Submission	Exam	Total Marks
IREF 010	Office Management	30	70	100
IREF 012	Customer Service Management	30	70	100
IREF 016	Digital Marketing Skills	30	70	100
IREF 018	Strategic Management	30	70	100
	Total Marks	480	1120	1600
Module	Audit Program			
IREF OL001	Microsoft Project			
IREF OL002	Primavera P-6			
IREF OL004	Property Management			

Note : All modules except audit modules will have 6-8 Hr of Live Sessions

Online learning



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REAL ESTATE - CONSTRUCTION - FINANCE

IREF Campus Address:
INSTITUTE OF REAL ESTATE & FINANCE
ZEAL EDUCATION SOCIETY - 21 MCA
S. No. 39, Ambegaon-Dhyari Road, Narhe, Pune - 411 041.

