



ISO 9001 ISO 21001

# Creating Real Estate and Construction Leaders!

Master's Program in Business Management  
Specialization in Real Estate  
Business ,Construction and Finance Management

Online Mode





## 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 deducators 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.

We have developed our own E-learning platform fully equipped with the latest e-learning technology where students can learn through online Classes, self-paced models, quiz, test, and case- studies. We also have built virtual classroom for our students which give them access to National and International faculties.

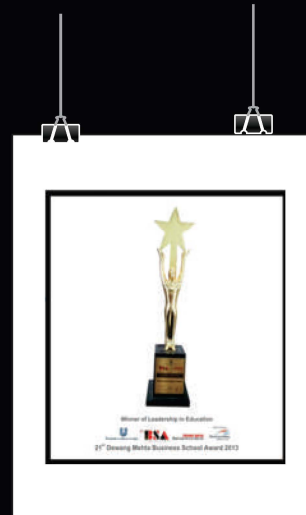
IREF partnered with leading B-School Symbiosis Institute of Management Studies (SIMS) from 2016 to 2018 for running successful industry-oriented Post Graduate classroom programs. We strongly believe that Real Estate sector is a sector of about 200 billion dollars and is growing at unprecedented pace 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.

**Real Estate is at the core of almost every business  
and its certainly at the core of most people's wealth**

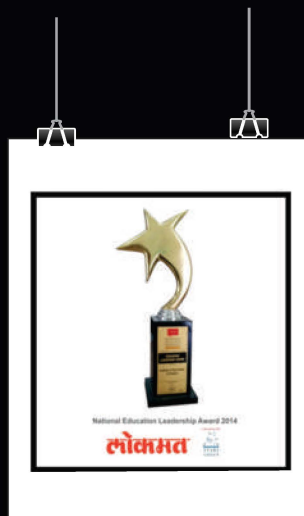
# GLIMPSE OF AWARDS



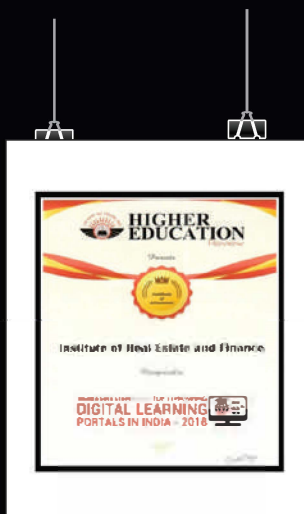
**NDTV Award For  
Best Real Estate  
Institute - 2013**



**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



**Institute of Real Estate and Finance, Pune**

**Master's Program in Business Management**

**Program Structure**

- |     |                                 |   |
|-----|---------------------------------|---|
| 1.  | <b>Objective</b>                | To bridge the gap between arising demand for the right talent and the unavailability of supply for the same in the real estate sector, thereby creating gainful employment opportunities for any aspiring student who wishes to get into this sector. Our programme carves ready professionals possessing good mix of technical, management and administrative abilities. |
| 2.  | <b>Duration</b>                 | 2 Years   |
| 3.  | <b>Intake</b>                   | 20 Students   |
| 4.  | <b>Reservation of Seats</b>     | Open to all   |
| 5.  | <b>Eligibility</b>              | An executive/ professional seeking admission for the programme must possess Bachelor's Degree of any Statutory University or any other recognized Foreign University.   |
| 6.  | <b>Selection Procedure</b>      | Personal Interaction  |
| 7.  | <b>Programme Specialization</b> | Master's Program in Business Management Specialization in Real Estate Business, Construction and Finance Management   |
| 8.  | <b>Mode</b>                     | Full Time- Online   |
| 9.  | <b>Assessment</b>               | All courses will have 30% internal component and 70% external component exam.   |
| 10. | <b>Standard of Passing</b>      | Students securing more than or equal to 40% of absolute marks in each head for passing/Subject.   |
| 11. | <b>Award of Certificate</b>     | It be awarded by Institute of Real Estate and Finance ,Pune India 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**  
**Master's Program in Business Management (MPBM)**

<b>IREFMPBM)1-MPBA in Real Estate, Construction and Finance Management</b>				
<b>Semester 1</b>				
<b>Course Code</b>	<b>Subject</b>	<b>Submission</b>	<b>Exam</b>	<b>Total Marks</b>
IREF 006	Introduction to Construction Management	30	70	100
IREF 008	Land Acquisition, Entitlements & Project Clearances	30	70	100
IREF 010	Office Management	30	70	100
IREF 011	Fundamentals of Housing Finance	30	70	100
IREF 014	Fundamentals of Real Estate	30	70	100
IREF 017	Principles of India Real Estate Business	30	70	100
IREF 022	Real Estate Regulation Act (RERA)	30	70	100
<b>Semester 2</b>				
IREF 001	Real Estate Construction & Project Management	30	70	100
IREF 005	Estimation, Costing, Tender, Contracts Management	30	70	100
IREF 012	Customer Service Management	30	70	100
IREF 013	Core Home Finance	30	70	100
IREF 015	Core Real Estate	30	70	100
IREF 016	Digital Marketing Skills	30	70	100
<b>Semester 3</b>				
IREF 007	Quality & Safety in Construction	30	70	100
IREF 009	Enterprise Resource Planning	30	70	100
IREF 018	Strategic Management	30	70	100
IREF 019	Real Estate Residential and Commercial Marketing	30	70	100
IREF 020	Real Estate Feasibility Analysis	30	70	100
IREF 021	Real Estate Valuation	30	70	100
<b>Semester 4</b>				
IREF 023	Live Project	90	210	300
	Total	660	1540	2200



# Online learning



NH-9, VENKATESHWARA NAGAR, NEAR RAJABPUR, DISTT.  
AMROHA(U.P.)

**I | R | E | F** INSTITUTE OF REAL  
ESTATE AND FINANCE  
ESTD-2010  
REAL ESTATE - CONSTRUCTION - FINANCE

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

Online