



**URBAN DEVELOPMENT INSTITUTE OF AUSTRALIA**

# **UDIA**

## **PROFESSIONAL DEVELOPMENT PROGRAM**

**SPECIALISING IN PROPERTY DEVELOPMENT & PROJECT MANAGEMENT**

**2020**

**DESIGNED TO MEET THE NEEDS OF WESTERN AUSTRALIA'S**

**URBAN DEVELOPMENT PROFESSIONALS**

# ABOUT UDIA



As the leading voice representing the urban development industry, UDIA is at the forefront of all things development in WA. With a history spanning over 40 years, the Institute is the preeminent body that promotes excellence and innovation in the creation of the urban environment in Western Australia. UDIA members work together to create vibrant, liveable communities and UDIA works tirelessly to represent members and present Government with evidence-based solutions that influence the policy decisions which impact industry and the growth of WA as a whole.

Representing all aspects and sectors of the development industry (with a particular emphasis on residential development, focusing on both land and built form/infill projects); UDIA facilitates essential discussion and debate, fosters a connected industry, and works with all levels of government to achieve positive outcomes in the areas of planning, design, infrastructure, tax and the environment. Together, UDIA members imagine, plan and build the cities and urban environments, for current and future generations of Western Australians.

Here in WA, we have over 300 member companies (4,500+ individuals) who represent the entire development industry; developers, financiers, planners, builders, state agencies, local government and all of the essential service providers involved in development more broadly. We run over 50 events a year dedicated to fostering a connected and informed industry.

A key role of the UDIA lies in educating and up-skilling members of the Western Australian urban development industry. With our suite of specialised professional development courses, we provide practical and theoretical insight to give professionals the skills, confidence and know-how required to thrive in the business world.

All of our courses and training programs are specifically tailored to meet the needs of professionals operating within the local urban development industry. Therefore, participants benefit from highly relevant content, valuable networking opportunities, and critical learnings, which will take them further in their careers.

## With thanks to our Program Partners-



Development WA

Creating Communities



mills wilson



Stockland



SPATIAL Property Group



MinterEllison



Stantec



Town Planning + Design  
www.cleplan.com.au

# ABOUT THE PROGRAM



## Purpose

Introduce participants to the various areas of knowledge required to operate effectively in Western Australia's urban development industry.

## Learning outcomes

- Manage development industry roles with increased productivity and efficiency
- Learn to define and manage projects, while becoming familiar with terminology from the broad range of disciplines and concepts involved in property development
- Gain a practical understanding of the tools needed to navigate through complex development processes and the different roles within a project team
- Connect to expert, on the ground residential property development professionals, in a real-time environment

## Who should attend?

- Graduates
- Individuals new to urban development or seeking advancement
- Assistant development or project managers
- Local and state government employees
- Finance managers
- International or interstate developers seeking local knowledge
- Industry professionals with a single discipline qualification seeking a broader understanding of the urban development industry (such as consultants, planners, asset managers, property analysts, economists, engineers, architects, lawyers, accountants, marketers and administrators)

# BENEFITS



## Benefits for participants

- A Western Australian designed course to suit local requirements
- Experienced presenters from the Western Australian property development industry
- Networking opportunities to make new contacts and gain valuable insight on how the industry works and to engage stakeholders
- Practical lessons on how to manage the project life-cycle and understand the principles of commercial awareness, time, quality and cost
- Delegates who complete all 6 modules are able to apply for the Diploma of Project Management from Swinburne University (refer to page 13 onwards)

## Benefits for employers

This program empowers participants to excel in the property development industry, make informed decisions and minimise miscalculations.

- Up-skills your employees
- Ensures employees are aware of all facets of the development process
- Minimises miscalculations

# BENEFITS



## Official Registered Provider with the CPD Standards Office

The Urban Development Institute of Australia is an official Registered Provider with the CPD Standards Office. Any Delegate that attends the UDIA Property Development Program may be issued with a CPD Certificate of Attendance, which they can subsequently use with their formal CPD record for a professional body, institute or employer.

The CPD Standards Office  
CPD PROVIDER: 21465  
2018 - 2020  
[www.cpdstandards.com](http://www.cpdstandards.com)



## REBA Continuing Professional Development (CPD points)

The UDIA Professional Development Program is an approved course and attracts CPD points from the Department of Commerce, as follows;

Module 1 of this program attracts 6 REBA CPD points

Module 2 of this program attracts 6 REBA CPD points

Module 3 of this program attracts 4 REBA CPD points

Module 4 of this program attracts 6 REBA CPD points

Module 5 of this program attracts 6 REBA CPD points

Module 6 of this program attracts 6 REBA CPD points

Completing the full program will currently result in being awarded 34 CPD points.

Register your intention to apply for CPD points when you register for the Professional Development Program.

# PROGRAM DETAILS



## Course duration and dates

The six day program is delivered across six consecutive Mondays, twice a year (April & October). Participants can enrol for single one day modules, or for the full program.

In 2020 the program will be delivered on the following dates:

### April 2020 Intake:

Module One: Monday April 6  
Module Two: Monday April 20  
Module Three: Monday May 4  
Module Four: Monday May 11  
Module Five: Monday May 18  
Module Six: Monday May 25

### October 2020 Intake:

Module One: Monday October 5  
Module Two: Monday October 12  
Module Three: Monday October 19  
Module Four: Monday October 26  
Module Five: Monday November 2  
Module Six: Monday November 9

*Places are limited and preference will be given to those enrolling in the full six day program.*

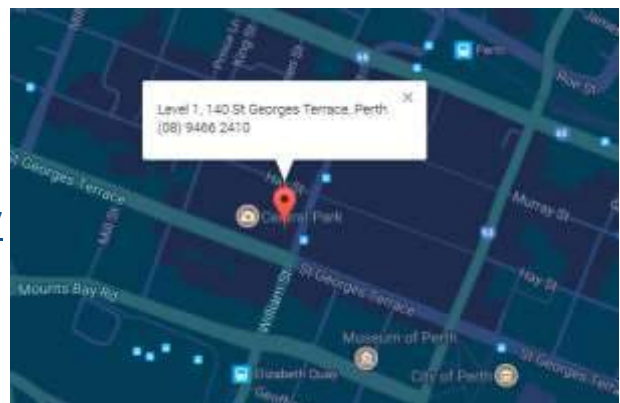
## Location

### Saxon's Training Facilities

Level 1, 140 St Georges Terrace

PERTH WA 6000

<http://www.saxonsgroup.com.au/trainingfacilities/perth/>



# PROGRAM

# CONTENT

## MODULE ONE: BASIC SKILLS & THE PLANNING FRAMEWORK

### SESSION 1 - BASIC SKILLS, COMMUNICATION & NEGOTIATION

*Presented by MILLS WILSON*

This introduction will ensure you understand the key concepts of effective communication and negotiation skills.

- Negotiation skills
- Structured problem solving
- Time management
- Resource issues
- Team building
- Controlling the project
- Conflict resolution

### SESSION 2 - THE PLANNING FRAMEWORK IN WESTERN AUSTRALIA

*Presented by CLE TOWN PLANNING + DESIGN*

This session will help you understand the statutory and strategic planning framework in Western Australia.

- The organization of planning in WA
- Strategic planning
- Statutory planning

### SESSION 3 - PLANNING LAW

*Presented by LAVAN*

You will gain an understanding of planning law and its application in Western Australia.

- Planning and Development Act
- Appeals process - the role of SAT and how it functions
- Case studies

## MODULE TWO: PROJECT PLANNING & MARKETING

### SESSION 1 - SOCIAL PLANNING & COMMUNITY ENGAGEMENT

*Presented by CREATING COMMUNITIES*

Community engagement and integrating community feedback into project design is essential for a successful project and this session will show you key strategies to make that happen.

- Product conceptualisation & market research
- Identifying community groups prior to commencement of work
- Developing a community engagement plan
- Designing community engagement programs

### SESSION 2 - PROJECT CONCEPTUALISATION, MARKETING AND SALES

*Presented by PEET LIMITED*

Market research is a key tool used to shape a project - learn how in this interactive session covering:

- Marketing and branding
- Establishing market position
- Developing a marketing plan
- Advertising and public relations
- Closing Sales (financing, customer management etc.)
- Pre-sales and post construction sale marketing

### SESSION 3 - PLACE MAKING

*Presented by TAYLOR BURRELL BARNETT*

In this session you will be introduced to the key concepts of urban design and place making.

- Principles of urban design
- Context analysis & Site analysis
- Design concepts
- Developing a concept plan – product mix
- Liveable streets, accessible urban places
- Place Making
- Working with local government

# PROGRAM

# CONTENT

## MODULE THREE: ENVIRONMENT & SUSTAINABILITY

The concept of sustainable urban development and how it can be achieved is shaping the future of urban development. In this session you will be introduced to key concepts and tools.

### SESSION 1 - ENVIRONMENTAL SUSTAINABILITY

*Presented by RPS GROUP*

- Implications of climate change for the development industry
- Planning for climate change
- Roles of Federal, State and Local Government
- Greenhouse gas emission reduction in the development industry
- Rating tools & designing for energy efficiency
- Orientation of lots and dwellings
- Water optimisation

### SESSION 2 - SOCIAL AND ECONOMIC SUSTAINABILITY – DEVELOPER OPTIONS

*Jason McFarlane, FAR Lane*

*and Jessica Stojkovski MLA, MEMBER FOR KINGSLEY*

- Knowing your community
- Demographic groups within a community
- Role of community development officer
- Use of technology (community intranets) in community building
- Achieving self sustaining communities
- Economic development strategies
- Revitalising town centres for economic development

### SESSION 3 - ENVIRONMENTAL LAW

*Presented by LAVAN*

- Government agency responsibilities
- State and Federal Environmental Impact
- Assessment & Appeals Mechanisms
- Part V - Native Vegetation Clearing
- Relationship between Environmental Law and Planning Law
- Contaminated Sites

## MODULE FOUR: PROJECT MANAGEMENT

Project management is fundamental to the development industry. Learn basic tools and techniques that will help you to understand this complex area.

### SESSION 1 - PROJECT MANAGEMENT TECHNIQUES – BASIC

*Presented by DEVELOPMENTWA*

- Clarifying the scope - preparing a project plan
- Identifying consultants
- Scheduling simple projects
- Cost management
- Stakeholder management
- Scheduling the work
- Reporting

### SESSION 2 - PROJECT MANAGEMENT TECHNIQUES – SCHEDULING

*Chris Carman, BENCHMARK PROJECTS*

- The Gantt Chart and Dependencies
- Critical Path analysis
- Estimating, applying estimating techniques
- (Basic) Feasibility Analysis
- Overall project context and strategic advice
- Basic risk analysis

### SESSION 3 - CONTRACT, PROPERTY AND CONSTRUCTION LAW

*Presented by MINTER ELLISON*

- A basic knowledge of Contract Law
- Trade Practices Act
- Consumer protection law
- Real Estate and Business Agents Act
- Covenants
- Property law
- Construction law
- Pre-sales



# PROGRAM

# CONTENT

## MODULE FIVE:

### BUILDING THE DEVELOPMENT

Getting the job done is essential but translating the planning to practice can be tricky. Learn from the experts about how to get the job done.

#### SESSION 1 - CIVIL CONSTRUCTION

*Presented by WOOD & GRIEVE ENGINEERS NOW PART OF STANTEC*

- Surveying and engineering input
- Working with service providers
- Earthworks, roadworks, pedestrian pathways and other works
- Preparing tender documents & Tender process
- Quality management
- Occupational Health and Safety

#### SESSION 2A & 2B- WATER SENSITIVE URBAN DESIGN AND LANDSCAPE MASTER PLANNING, DESIGN PROCESS & CONSTRUCTION

*Presented by WATER CORPORATION and LD TOTAL*

- Drainage design; managing water
- Water sensitive urban design
- Constructed lakes
- Creating a sense of place
- Public Open Space & the role of public art

#### SESSION 3 - BUILDING THE DEVELOPMENT

*Presented by STOCKLAND*

- Dwelling construction
- Schools and community facilities
- Town centres

## MODULE SIX:

### PRACTICAL APPLICATION

Land economics and how these are applied to the financial management of projects is fundamental to the property industry. This session will give you a foundation in these concepts and bring together all of the information you have gained over 6 weeks and apply it to the development of a feasibility study.

#### SESSION 1 - LAND AND PROPERTY ECONOMICS

*Gavin Hegney, GAVIN HEGNEY PROPERTY*

- Property/land economics
- Land valuation
- Site valuation
- Due diligence
- Acquisition
- Compliance and taxation

#### SESSION 2 - PRACTICAL MANAGEMENT OF PROJECT RISK & RETURN

*Presented by PARCEL PROPERTY*

*and RED DOOR PLANNING GROUP*

- Understanding the accounting process within a project context
- Financial risk assessment and management for projects
- Project costing, pricing and financial planning and control
- Evaluating project financial performance & reporting

#### SESSION 3 - UNDERTAKING A FEASIBILITY STUDY

*Presented by SPATIAL PROPERTY GROUP PTY LTD*

This session will provide a practical case study based on a 500 lot staged subdivision.

# PRESENTERS & FACILITATORS

The UDIA WA Professional Development Program is presented by leading industry experts. See below for an indicative list of presenters who are involved.

For confirmation of exact presenters for each course intake, please contact UDIA WA.



**SUZANNE BROWN**

*Manager  
Liveable Communities*

**WATER CORPORATION**



**BEN DE MARCHI**

*Director*

**TAYLOR BURRELL BARNETT**



**CHRIS CARMAN**

*Managing Director*

**BENCHMARK PROJECTS  
AUSTRALASIA**



**STEVE CARTER**

*Senior Associate*

**CLE TOWN PLANNING +  
DESIGN**



**ANDREW CARVILLE**

*Development Executive*

**RED DOOR PLANNING  
GROUP**



**JEREMY CORDINA**

*General Manager - Land*

**PARCEL PROPERTY**



**MARIE MILLS**

*Course Facilitator &  
Managing Director*

**MILLS WILSON**



**GERRY GANNON**

*Course Facilitator*

**GANNON MEDIA**



**JOHN HALLEEN**

*Technical Director*

**RPS ENVIRONMENT &  
PLANNING PTY LTD**



**GAVIN HEGNEY**

*Property Analyst,  
Commentator & Licensed  
Valuer*

**GAVIN HEGNEY PROPERTY**



**JASON HICK**

*Director, Principal  
Environmental Consultant*

**EMERGE ASSOCIATES**



**MARIE HOWARTH**

*Corporate Communications &  
Engagement Specialist*

**MILLS WILSON**



**SHOHAN JOHNSON-  
KAIN**

*Design Manager, Senior  
Landscape Architect, Reg. AILA*

**LD TOTAL**



**ANDREW WATT**

*Director*

**CREATING COMMUNITIES  
AUSTRALIA**



**BRUCE YOUNG**

*Managing Director*

**SPATIAL PROPERTY GROUP  
PTY LTD**



**KIRSTIN BEEDIE**

*Legal Consultant*

**MINTERELLISON**



**STUART NAHAJSKI**

*General Manager Regional*

**DEVELOPMENTWA**



**DARREN PESICH**

*Perth Civil Section Manager,  
Principal, Director*

**WOOD & GRIEVE ENGINEERS  
NOW PART OF STANTEC**



**DAMIAN SHEPHARD**

*Senior Business Development  
Manager - Residential WA*

**STOCKLAND**



**JESSICA STOJKOVSKI**

*Member for Kingsley*

**AUSTRALIAN LABOR PARTY**



**JOHN TODD**

*Head of Development  
Services*

**WATER CORPORATION**



**ALEX LOWE**

*Senior Associate*

**MINTERELLISON**



**CRAIG WALLACE**

*Partner*

**LAVAN**



**DION WARNOCK**

*Sales & Marketing Manager*

**PEET LIMITED**

FULL SPEAKER PROFILES AVAILABLE ON REQUEST

# PROGRAM

# FEES



## Course registration fee (including GST)

### UDIA WA Member rates:

Full program fee (member): \$4,950

Fee per module (member): \$910

### Non-Member rates:

Full program fee (non-member): \$6,999

Fee per module (non-member): \$1,365

## Course inclusions

A Certificate of Participation will be provided to individuals who complete one or more modules.

A Certificate of Completion will be issued for individuals who complete the full program (all 6 modules).

All sessions (including course materials; presentation slides & course notes booklet), morning tea and lunch are included in the course fee.

## Register for the 2020 Professional Development Program

Please complete the registration form and email to [events@udiawa.com.au](mailto:events@udiawa.com.au)

Registrations close by a specified date (refer to marketing emails for exact deadlines), unless sold out earlier. Registrations post closing date may be accommodated on a case-by-case basis should the modules have places available.

Registration or program queries to UDIA at [events@udiawa.com.au](mailto:events@udiawa.com.au)

# PROFESSIONAL DEVELOPMENT PROGRAM REGISTRATION FORM



PROGRAM DATE:	<input type="checkbox"/> APRIL 2020	<input type="checkbox"/> OCTOBER 2020
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PERSONAL INFORMATION	
First Name:	
Surname:	
Position:	
Company:	
Company Address:	
Telephone:	
Mobile:	
Email:	
Special needs or dietary requirements:	

FEES - INCLUSIVE OF GST		
<input type="checkbox"/> PAY FULL COURSE FEES	Full program fee (UDIA Member) <b>\$4,950</b>	Full program fee (non-member) <b>\$6,999</b>

<input type="checkbox"/> PAY PER MODULE	Fee per module (UDIA Member) <b>\$910</b>	Fee per module (non-member) <b>\$1,365</b>
Module 1 - Basic Skills and the Planning Framework		
Module 2 - Project Planning and Marketing		
Module 3 - Environment and Sustainability		
Module 4 - Project Management		
Module 5 - Building the Development		
Module 6 - Practical Application		
<b>TOTAL FEE PAYABLE</b>	<b>\$</b>	

PAYMENT (Please tick)		
<input type="checkbox"/> ELECTRONIC FUNDS TRANSFER	Reference Number:	
	Bank Details: (PLEASE RECORD INVOICE NUMBER AS REFERENCE)	<b>Urban Development Institute of Australia</b> <b>BSB: 306-089</b> <b>ACC: 3349532</b> <b>BANK: Bankwest</b>
<input type="checkbox"/> CHEQUE	PO No.	

\*Please note, cheques must be made payable to UDIA | Credit Card payments incur a 2% surcharge

<input type="checkbox"/> CREDIT CARD	<input type="checkbox"/> Mastercard <input type="checkbox"/> Visa <input type="checkbox"/> Diners <input type="checkbox"/> Amex		
	Credit card number		
	Cardholder's Name		
	Amount		
	Expiry Date	CCV	
	Signature		

## BOOKING TERMS & CONDITIONS-

Please note that no cancellations, credit or refunds are available once the booking has been confirmed. A substitute delegate/ swap to another participant can be made with no additional charge. Please advise UDIA promptly of change to delegate details.

## PRIVACY STATEMENT

The primary purpose of collecting the personal information you supply on this form is to process your registration. We will also use these details to keep you informed of upcoming events, and will not disclose your information to a third party other than Swinburne University for the provision of information regarding the BSB51415 Diploma of Project Management. PLEASE CONTACT UDIA WA TO OPT OUT OF RECEIVING INFORMATION FROM SWINBURNE UNIVERSITY.

## CONTACT US

Return completed registration form to the Urban Development Institute of Australia (WA).  
E: [events@udiawa.com.au](mailto:events@udiawa.com.au)

# PROGRAM PATHWAYS



## Study pathways

The UDIA Professional Development Program is aligned to the BSB51415 Diploma of Project Management delivered by Swinburne University of Technology.

This means that upon completion of at least four modules of the program, including Module 4: Project Management, participants may submit their portfolios of evidence and apply for Recognition of Prior Learning (RPL), to be awarded the Diploma of Project Management delivered by Swinburne. Upon successful completion of the RPL process, the Diploma of Project Management delivered by Swinburne will be awarded to the participant without any further study required.

The Diploma of Project Management delivered by Swinburne is endorsed by the Australian Institute of Project Management.

## Benefits of RPL with Swinburne

UDIA participants may be eligible to be awarded the Diploma of Project Management (BSB51415), after undergoing the RPL process.

To be awarded the Diploma, students must submit a portfolio of evidence for assessment upon completion of at least four modules of the UDIA Professional Development Program, including Module 4: Project Management. Swinburne University of Technology will provide you with one-on-one expert advice and support you with your portfolio and evidence of experience. Further details about the portfolio of evidence is available in the [information pack available on the UDIA website](#).

This offering is exclusively available to professionals who complete at least four modules of the UDIA Professional Development Program, including Module 4: Project Management.

Please note terms, fees & conditions apply.

## About Swinburne University

Swinburne University of Technology is ranked in the top 3% of the world's universities (Academic Ranking of World Universities 2016). With campuses in Melbourne, Australia and in Sarawak, Malaysia, the prestigious and rapidly growing institution is known for leading the way in science, technology, business, design and innovation.



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Urban Development Institute of  
Australia

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