



HARVARD  
UNIVERSITY

GRADUATE  
SCHOOL

OF  
DESIGN

EXECUTIVE EDUCATION



# Building Global Real Estate Leaders

The Advanced Management Development Program in Real Estate (AMDP)



# JOIN THE WORLD OF HARVARD ALUMNI

The Advanced Management Development Program (AMDP) is a one-year executive development program with five weeks of on-campus terms. **Upon completion, participants become Harvard Associate Alumni\***. A new class begins each year in July.

\*Participants of the AMDP become Alumni Association (HAA) Associate Members

## WHO DOES THE AMDP?

- Our participants typically have 15 or more years of real estate-related experience with proven success in a diverse array of leadership roles.
- Participants come from all over the world and reflect a variety of industry sectors connected to the built environment, including but not limited to:

**Major property developers** in regional, national, and international markets

**Senior executives** in the real estate investment and property management industries

**Chiefs of public planning, economic development agencies,** and/or housing authorities

**Founders or partners** of successful architecture practices

## WHAT DO I LEARN?

On-campus terms feature sessions in the following areas:

- Leadership
- Development
- Finance
- Planning and Design
- Technology
- Strategy

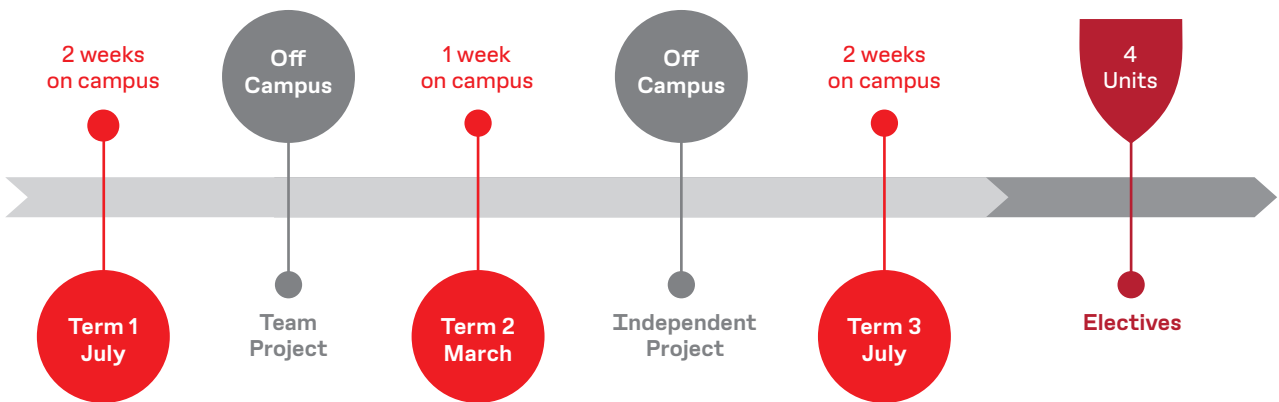
## WHO ARE THE INSTRUCTORS?

AMDP sessions are led by renowned Harvard faculty from:

- Harvard Graduate School of Design
- Harvard Business School
- Harvard Kennedy School
- Harvard Law School
- Harvard College

As well as global industry stars and experts from around the world.

## WHEN IS THE PROGRAM OFFERED?



THE AMDP  
EMPOWERED ME

# TO BUILD A GROUND- BREAKING REAL ESTATE VENTURE



## **FERNANDO LEVY HARA**

A member of AMDP Class 09, Fernando Levy Hara wasted no time on joining the AMDP, creating a joint venture with Austrian developer Stephan Gietl in the second week of the first term.

Fernando teaches International Real Estate Strategies and Deal Negotiation — a highly interactive AMDP elective.



## PAST

In 2009, informed by what they were learning, Fernando and Stephan created a new company buying distressed notes from banks in South Florida. “It was a life-changing opportunity.”

The pair then used their individual projects as an opportunity to outline a thesis for this buying strategy, “with all our professors serving as our advisors for free.” Fernando recalls meeting up with one of these advisors in a bar years later. “He told me, ‘I should have invested in your fund because I would have made a ton of money.’”

## PRESENT

Fernando is still a prominent part of the program, teaching sessions on negotiations, an elective program on International Real Estate Strategies and Deal Negotiation, and as a leader of the AMDP Alumni Online Learning Community.

“It was a life-changing opportunity.”

FERNANDO LEVY HARA

THE AMDP EMPOWERED ME

# TO CREATE GREENER AND MORE AFFORDABLE BUILDINGS

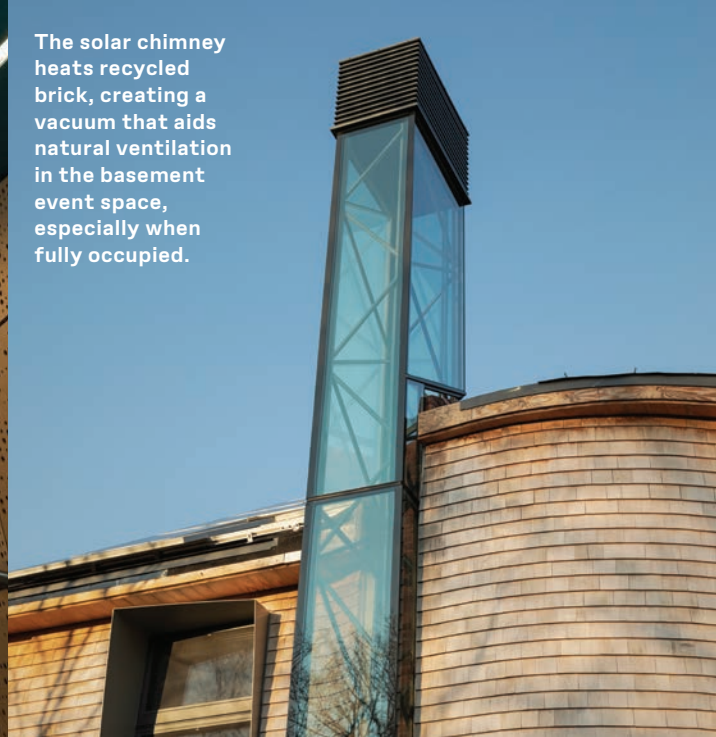
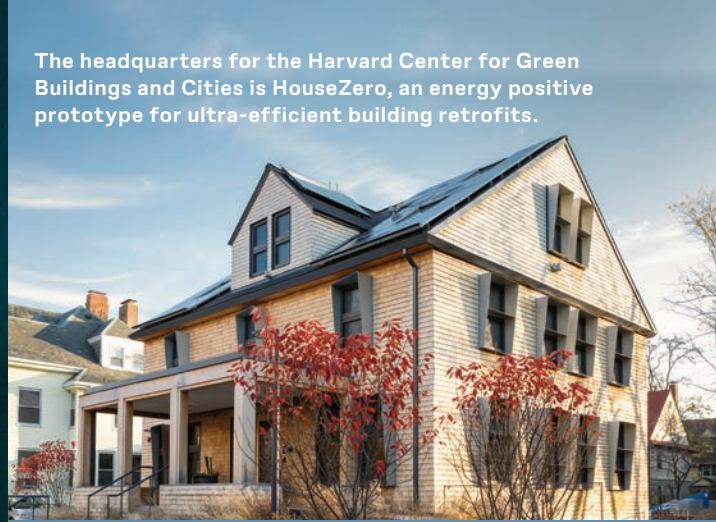


“My passion for sustainable and impactful real estate development burns brighter than ever after starting the AMDP.”

**ARIAM KESETE**

## **ARIAM KESETE**

Ariam Kesete is at the forefront of Milwaukee’s real estate development, known for her innovative approaches to community building and sustainable development. As the founder and CEO of AK Development, Kesete has led the charge in revitalizing neighborhoods through over 100 property rehabilitations and introducing a groundbreaking rent-to-own housing model. Ariam is a member of AMDP Class 24.



The headquarters for the Harvard Center for Green Buildings and Cities is HouseZero, an energy positive prototype for ultra-efficient building retrofits.

The solar chimney heats recycled brick, creating a vacuum that aids natural ventilation in the basement event space, especially when fully occupied.

## PAST

“The AMDP has been transformative. It has reshaped my leadership style and broadened my strategic horizon. The challenging curriculum and the exchange of ideas with peers have sharpened my decision-making and enabled me to approach my projects with a more nuanced perspective. This program has been crucial in preparing me to navigate the complexities of today’s real estate world.”

## PRESENT

“Participating in the Building Decarbonization 101 program was eye-opening. It fundamentally changed my approach to development, placing a greater emphasis on sustainability. Learning about energy efficiency and renewable energy has not only aligned with my commitment to the environment but also inspired me to set new benchmarks for my future projects in terms of sustainability and carbon footprint reduction.”

THE AMDP EMPOWERED ME  
**TO ELEVATE  
SPACES WITH  
STORYTELLING**



**STEVE TATHAM**

Steve Tatham is a theme park designer. He serves as Universal's Executive Creative Director, where he oversees creative concepting and execution of the Universal Epic Universe project. As a Walt Disney Imagineer, he worked on every single Disney theme park prior to Shanghai Disneyland as either a designer or writer. Steve is a member of AMDP Class 23.





## PAST

“I took the AMDP to learn more about the real estate development side of things. As a theme park designer, I am used to designing within land owned and controlled by the park I was working on. But we are now doing projects in a greater range of locations, including different states and a mix of retail settings. There is a whole different set of considerations when you go outside of your own land and properties—and I wanted that context.”

## PRESENT

Steve was inspired by his time in the AMDP to teach a new AMDP elective program on story building—enabling leaders to become better storytellers of their projects. As Steve put it: “Ignite your productivity, leadership skills, and creativity by adopting a storytelling approach to placemaking design that will elevate your projects and make them appealing to users and investors.”

“I recommend this program. You meet fascinating people, boost your earning power, do great design projects, and become a Harvard alum.”

**STEVE TATHAM**

THE AMDP EMPOWERED ME

# TO GROW A CITY



## **SULTAN ALMEMARI**

Sultan serves as the Associate Director of Development on Yas Island, Abu Dhabi, overseeing transformative projects across residential, retail, office, hospitality, and placemaking sectors. Sultan is a member of AMDP Class 24.

### **PAST**

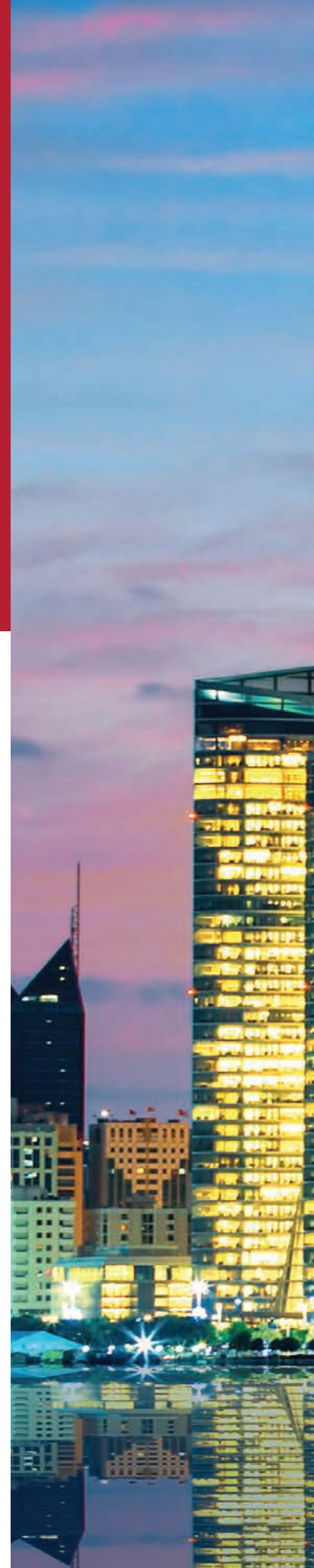
A veteran of the Abu Dhabi Urban Planning Council and the Abu Dhabi Housing Authority, Sultan applied to the AMDP to help lead both the growth and evolution of the capital of the United Arab Emirates.

### **PRESENT**

Sultan manages a real estate portfolio exceeding 3 billion US dollars, positioning Yas Island as a dynamic urban center accommodating 150,000+ residents across 50,000+ units in 48 zones.

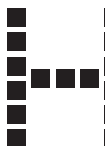
“I learned a lot, made great friends, and gained a deeper understanding of global real estate markets. It was an unforgettable experience full of growth and knowledge sharing.”

**SULTAN ALMEMARI**



The skyline of Abu Dhabi,  
the capital of the United  
Arab Emirates.





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