

ROGER TYM AND PARTNERS
VIABILITY TRAINING: 2-DAY COURSE
PROPOSED STRUCTURE

Timing	Session
9.30 – 09.45	Welcome and Introduction What we will cover in the course and what you can expect to achieve.
09.45 - 10.15	The planning system and the development process Placing viability and deliverability within the context of day-to-day planning work.
10.15 - 11.15	The business of development How developers approach viability. What drives values. Dealing with issues of risk and timing.
11.15 – 11.30	Tea break
11.30 – 12.00	An introduction to development appraisals This introduces the various methods that can be applied and the viability models that can be used.
12.00 – 1.00	Appraisals Workshop 1 A session which introduces two residual value models (RLV) suited to residential and commercial schemes. This will look at how they work and what you can use them for.
1.00 – 1.45	Lunch
1.45 – 2.15	Auction There will be a short, and hopefully fun, game for delegates to estimate the value of properties and land sold at real life auctions.
2.15 – 3.15	Appraisals Workshop 2 This session is more hands-on, with delegates applying the RLV models to example developments. This enables delegates to understand what drives the conclusions and also the cash flow and sensitivity analysis.
3.15 – 3.30	Tea break
3.30 – 4.15	Appraisal models A session looking at the established viability models available, e.g. Three Dragons, the HCA model, the Economic Appraisal Toolkit (EAT), along with other applications seen from developers on real schemes.
4.15 – 4.45	FAQs, review of key learning points and ‘Homework’ A short review of what delegates have learned on Day 1, along with the chance to ask any questions. ‘Homework’ will then be set for delegates to do before the Day 2 session. This will be a case study to work through. To help, delegates will be provided with a Handbook.

Day 2

Timing	Session
09.30 – 10.15	Issues in assessing viability in planning and feedback from 'Homework' A quick refresher of delegate's memories of some of the key issues in assessing viability from Day 1, and get them thinking of how viability assessments in practice will vary for development management and planning policy purposes. Then a review of how delegate's fared with the 'Homework'.
10.15 – 11.00	Appraisal Workshop 3 Advice on where to find the information to complete an appraisal. This will then move into a workshop on assessing the viability of a more complex notional case study. Delegates will use the laptops and will have the opportunity to input their own key assumptions in order to see whether a scheme is viable. This will bring together everything that delegates have learned.
11.00 – 11.15	Tea break
11.15 – 12.00	Appraisal Workshop 3...cont...
12.00 – 12.30	How to improve viability and negotiation A session demonstrating ways that viability can be improved by optimising mainstream funding for infrastructure.
12.30 – 1.15	Lunch
1.15 - 2.15	Procuring advice Practical advice and assistance on the ways of gathering information for development managers and policy makers. A particular focus on procuring advice, with case studies to illustrate practical issues delegates will face.
2.15 – 2.45	Q&A A chance for delegates to bring forward issues that they are facing on live schemes
2.45 – 3.00	Wrap up and review of key learning points A review of the learning points from the full two-day course.