

**REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS****8 DAYS (WEEKDAY RES CRASH COURSE)**(BATCH 35) 17<sup>th</sup> August 2015 to 26<sup>th</sup> August 2015 (10 am to 6 pm)

- 10 am to 1.30 pm (First Half)
- 1.30 pm to 2.30 pm (Lunch Break)
- 2.30 pm to 6 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE

**Bench**Mark RealPro Pte Ltd**REAL ESTATE SALESPERSON COURSE (PAPER 1)****COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

DATE / DAY	LSN	UNIT	TOPICS
17 <sup>TH</sup> AUGUST (MON)	1	1.1	Real Estate Market And Submarkets
		1.12	Real Estate Market Players And Government Intervention
	2	1.14	Law Of Agency
18 <sup>TH</sup> AUGUST (TUES)	3	1.25	Role And Functions Of Real Estate Agencies And Salespersons (page 72 – 120)
	4	1.43	Regulation Of Real Estate Agency Industry (page 120 – 179)

**COMPETENCY UNIT 2: BASIC LAND LAW CONCEPTS AND DEALINGS WITH INTERESTS IN LAND**

19 <sup>TH</sup> AUGUST (WED)	5	1.43.37	Professional Service Manual (page 181 – 232)
	6	2.1	Basic Land Law Concepts
20 <sup>TH</sup> AUGUST (THURS)	7	2.16	Dealings with interest in land
	8	<b>RES MOCK EXAM FOR PAPER 1 &amp; REVISION</b>	

**REAL ESTATE SALESPERSON COURSE (PAPER 2)****COMPETENCY UNIT 3: – REAL ESTATE MARKETING**

21 <sup>ST</sup> AUGUST (FRI)	9	3.1	Principles Of Marketing
		3.13	Types Of Listing
		3.15	Methods Of Sale
		3.16	Regulations On Advertisements
	10	3.23	Marketing Of Residential / Commercial / Industrial / Special Properties
		3.41	Tort Of Negligence
		3.42	Consumer Protection (Fair Trading) Act

**COMPETENCY UNIT 4 : PROPERTY TRANSACTIONS – LAWS AND PRACTICES**

24 <sup>TH</sup> AUGUST (MON)	11	4.2	Law of Contract (page 1 to 38)
		4.105	Landlord and Tenant Law (page 242 to 252)
		4.120	Leasing of Private Properties (page 252 to 268)
		4.14	Sale of Uncompleted Private Properties (Part A, page 38 to 66)
	12	4.19	Sale of Uncompleted Private Properties (Part B, page 67 to 96)
		4.25	Sale of Completed Private Residential (page 96 to 106)
25 <sup>TH</sup> AUGUST (TUES)	13	4.45	Sale of HDB Flats (Part A, page 118 – 176)
		4.68	Sale of HDB Flats (Part B, page 177 – 242)
		4.127	Subletting of HDB Flats (page 269 to 293)
26 <sup>TH</sup> AUGUST (WED)	15	4.148	Foreign Worker Housing (page 293 to 296)
		4.149	Taxes on Property (page 296 to 353)
	16	<b>RES MOCK EXAM FOR PAPER 2 &amp; REVISION</b>	