

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(BATCH 41) 16th November 2015 to 25th November 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

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

DATE / DAY	LSN	UNIT	TOPICS
16 TH NOVEMBER (MON)	1	1.1	Real Estate Market And Submarkets
		1.12	Real Estate Market Players And Government Intervention
	2	1.14	Law Of Agency
17 TH NOVEMBER (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

18 TH NOVEMBER (WED)	5	1.43.37	Professional Service Manual (page 181 – 232)
	6	2.1	Basic Land Law Concepts
19 TH NOVEMBER (THURS)	7	2.16	Dealings with interest in land
	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

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

20 TH NOVEMBER (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

23 RD NOVEMBER (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)
24 TH NOVEMBER (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)
25 TH NOVEMBER (WED)	15	4.148	Foreign Worker Housing (page 293 to 296)
		4.149	Taxes on Property (page 296 to 353)
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	