

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(BATCH 41A) 21st December 2015 to 31st December 2015 (10 am to 5.30 pm)

- 10 am to 1.15 pm (First Half)
- 1.15 pm to 2.15 pm (Lunch Break)
- 2.15 pm to 5.30 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
21 ST DECEMBER (MON)	1	1.1	Real Estate Market And Submarkets
		1.12	Real Estate Market Players And Government Intervention
	2	1.14	Law Of Agency
22 ND DECEMBER (TUES)	3	1.25	Role And Functions Of Real Estate Agencies And Salespersons (page 69 – 116)
	4	1.43	Regulation Of Real Estate Agency Industry (page 116 – 173)

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

23 RD DECEMBER (WED)	5	1.43.37	Professional Service Manual (page 174 – 228) + Practice Guidelines
	6	2.1	Basic Land Law Concepts
24 TH DECEMBER (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**

28 TH DECEMBER (MON)	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

29 TH DECEMBER (TUES)	11	4.2	Law of Contract (page 1 to 35)
		4.105	Landlord and Tenant Law (page 231 to 240)
		4.120	Leasing of Private Properties (page 240 to 256)
		4.14	Sale of Uncompleted Private Properties (Part A, page 35 to 62)
	12	4.19	Sale of Uncompleted Private Properties (Part B, page 62 to 90)
		4.25	Sale of Completed Private Residential (page 90 to 101)
30 TH DECEMBER (WED)	13	4.45	Sale of HDB Flats (Part A, page 112 – 170)
		4.68	Sale of HDB Flats (Part B, page 170 – 234)
		4.127	Subletting of HDB Flats (page 257 to 281)
31 ST DECEMBER (THURS)	15	4.148	Foreign Worker Housing (page 281 to 284)
		4.149	Taxes on Property (page 284 to 339)
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	