



REAL ESTATE DEPARTMENT KIPB TRAINING PROGRAM

CLASSES OF TRAINING:

1. Introduction training level in Real Estate.
2. Foundation training level in Real Estate.
3. Advanced training level in Real Estate.
4. Specialization in Real Estate agencies management.

1. Curriculum of introduction training in real estate

No	Modules	Period to be covered
1	Introduction to real estate transaction	5 days
2	Real Estate Legal & Ethical Issues	7 days
3	Marketing and Sales Skills in Real Estate	7 days
4	Technology in Real Estate Brokerage	5 days
5	Assignments and exams	8 days
Total		32 days



2. Curriculum of foundation level in real estate

No	Modules	Period to be covered
1	Real Estate Agency Business	5 days
2	Introduction to Real Estate finance and investment	5 days
3	Introduction to Real Estate valuation	7 days
4	Introduction to property management	7 days
5	Assignments and project plan	8 days
Total		32 days

3. Curriculum of advanced level in real estate

No	Modules	Period to be covered
1	Real Estate economics	5 days
2	corporate Real Estate	5 days
3	advanced Real Estate valuation	7 days
4	advanced property management	7 days
5	Advanced Real Estate Finance and Investment	7 days
6	Geographical information system in Real Estate	7 days
7	Assignments and project plan	7 days
Total		45 days



4. Curriculum of specialization level in real estate

No	Modules	Period to be covered
1	Specialist in land acquisition, resettlement and rehabilitation	5 days
2	Specialist in property management	5 days
3	Specialist in Real Estate Finance and Investment	4 days
4	Specialist in land transaction	4 days
5	Advanced Geographical information system in Real Estate	5 days
6	Assignments and project plan	7 days
Total		30 days

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