

Purpose of the qualifications:

In terms of the new training regulations gazetted by the DTI in June 2008, Real Estate agents and principals need to acquire a relevant qualification before December 2011. The EAAB has recently announced an extension to December 2013. Prior Learning Centre is an accredited provider with both the Services SETA and the EAAB. In terms of our accreditation we can offer learners the following qualifications:

- Further Education & Training Certificate (FETC): Real Estate (for agents at NQF 4)
- National Certificate: Generic Management: Real Estate learning programme: this is the first option for principals and it is at NQF 5;
- National Certificate: Real Estate: this is the second option for principals, also at NQF 5.

Prior Learning Centre recommends the generic management: real estate learning programme and we have developed both a self study and classroom programme to support this option. However, learners who wish to enrol for the other programme may do so using the Services SETA designed materials. Both meet the EAAB requirements for compliance.

National FET Certificate in Real Estate NQF 4 (59097)

Cluster 1: Marketing and sales

- 114583** Develop, implement & evaluate a marketing plan
- 114596** Research the viability of new venture ideas/opportunities
- 246738** Apply business principles to the Real Estate function
- 246736** Market, sell and lease property
- 119459** Write/present/sign for a wide range of contexts
- 119472** Accommodate audience needs in oral/signed communication
- 119462** Engage in oral communication
- 9016** Represent analyse & calculate shape in 2d & 3d space

Cluster 3: Finance

- 12181** Demonstrate knowledge of basic investment techniques
- 15089** Apply property, asset & investment mgmt. principles
- 15059** Identify & coordinate facilities management opportunities
- 246734** Finance Real Estate transactions
- 242593** Explain South African money laundering legislation
- 242584** Demonstrate knowledge and understanding of FAIS
- 7468** Use mathematics to investigate the financial aspects of issues
- 12153** Write to compose texts in a business environment

Cluster 2: Self-management

- 9015** Apply knowledge of statistics and probability
- 242822** Employ a systematic approach to achieving objectives
- 246739** Manage self-development in a Real Estate environment
- 242819** Motivate and build a team
- 246735** Demonstrate an understanding of the Real Estate environment
- 119469** Read/view, analyse and respond to a variety of texts

Cluster 4: Legislation and administration

- 13420** Evaluate the impact of changes after bond registration
- 13418** Demonstrate knowledge of mortgage bonds
- 110003** Develop administrative procedures in a selected organisation
- 110000** Generate information and reports for internal and external use
- 110009** Manage administration records
- 246737** Demonstrate knowledge of and apply Real Estate code of conduct and ethics
- 246733** Demonstrate knowledge of legislation applicable to Real Estate practice
- 119457** Interpret and use information from texts
- 119465** Write/present/sign texts for a range of communicative contexts
- 119466** Interpret a variety of literary texts.

National Certificate in Generic Management (Real Estate) NQF 5 (59201)

Cluster 1: Real Estate electives (choice of any 35 credits)

258124	Manage the marketing, selling and leasing of properties
258115	Manage the marketing, selling and leasing of developments
258136	Perform market assessments
258118	Market, sell and lease community schemes
258116	Manage community schemes
258123	Demonstrate an understanding of real estate economics
258138	Implement and maintain legal requirements
258126	Apply facilities management principles
258135	Develop & implement administration systems
258117	Manage a Real Estate franchise business
258119	Manage an auctioneering business or division
258122	Manage a business broking business or division
258120	Integrate the principles of agricultural property ownership
258125	Integrate the principles of Commercial/Industrial property ownership
258137	Collate & utilize financial information in Real Estate
258121	Manage real estate business operations

Cluster 2: Lead and manage staff

120300	Analyse leadership and related theories in a work context
12433	Use communication techniques effectively
252029	Lead people development and talent management
252034	Monitor & evaluate team against performance standards
252035	Select & coach first line managers
252043	Manage a diverse work force to add value
252027	Devise & apply strategies to establish workplace relationships
252037	Build teams to achieve goals and objectives
252022	Develop, implement and evaluate a project plan

Cluster 3: Manage strategy, finance and projects

252036	Apply mathematical analysis to economic and financial information
252040	Manage the finances of a unit
252042	Apply the principles of ethics to improve organisational culture
252026	Apply a systems approach to decision making
252032	Develop, implement & evaluate an operational plan
252044	Apply the principles of knowledge management
252025	Monitor, assess and manage risk
252020	Create & manage an environment that promotes innovation
252021	Formulate recommendations for a change process

The details for the NC: real Estate (20188) can be obtained from the SAQA web site:
www.saqa.org.za

Delivery options:

These national qualifications can be earned either through traditional training or recognition of prior learning (RPL). Details are as follows:

Traditional training:

Training is best suited to new entrants to the sector. Prior Learning Centre can either deliver these qualifications as a learnership, which will qualify the sponsoring employer for a tax deduction, or they can be offered as training programmes without the learnership documentation. The duration of the training will be 15 full days, which can be scheduled to suit the employer's schedule. Public courses are also available.

Recognition of prior learning (RPL):

RPL is ideal for employees with some relevant work experience. Prior Learning Centre offers three RPL options:

- **Pure RPL:** which is best suited for employees with at least five years relevant working experience who are self-motivated and committed to work alone. Contact time is limited to two days of RPL orientation followed by limited, on-demand email support.
- **Self-study RPL:** which is best suited for employees with at least five years relevant working experience who are self-motivated and committed to work alone. There is no contact time, all instructions are supplied on 4 DVDs. Employees watch the DVDs in their own time and follow the step-by-step instructions and complete the qualification according to their own schedule. Email support also available.
- **Contact RPL (3/4 days):** this model suits those employees who have at least three years relevant work experience but who may be less motivated to complete their work on their own and they may be unsure of some aspects of the qualification. In this model Prior Learning Centre spends two days on RPL orientation and one or two full days assisting employees with the theory of the qualification. This model generally gives good submission and competency rates.

Note: there is no training with RPL. RPL assumes that you have the workplace and theoretical knowledge and that you simply need guidance to show you how to present it for assessment.

Tel: +27 11 469 3600. Email: help@rpl.co.za. www.rpl.co.za.

Prior Learning Centre is a division of LearnSys (Pty) Ltd – Registration number: 2001/027668/07
LearnSys (Pty) Ltd. is provisionally registered by the Department of Higher Education & Training
Until 31 December 2014 (Registration no. 2009/FE07/103)