

Certified Real Estate Manager (CREM)[®]

Course Outline



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What Modules are covered?

Module1- Fundamental Mathematics and Business Writing

- 1) Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems
- 2) Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts
- 3) Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues
- 4) Use the writing process to compose texts required in the business environment

Module 2 - Fundamental Business Communication

- 1) Accommodate audience and context needs in oral/signed communication
- 2) Interpret a variety of literary texts
- 3) Interpret and use information from texts
- 4) Write/present/sign texts for a range of communicative contexts

Module 3 - Business Communication

- 1) Engage in sustained oral/signed communication and evaluate spoken/signed texts
- 2) Read/view, analyse and respond to a variety of texts
- 3) Write/present/sign for a wide range of contexts

Module 4 - Real Estate Environment

- 1) Advise role players on Real Estate financing options
- 2) Apply business principles to the Real Estate function
- 3) Demonstrate an understanding of the Real Estate environment
- 4) Demonstrate knowledge and understanding of the legislation applicable to real estate practice

Module 5 - Real Estate Legislation

- 1) Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act
- 2) Explain laundering legislation and the implications for accountable institutions in transacting with clients
- 3) Manage self-development in a Real Estate environment
- 4) Market, sell and lease property
- 5) Demonstrate knowledge of and apply the Real Estate Code of Conduct and ethics

Module 6 - Real Estate Strategies

- 1) Employ a systematic approach to achieving objectives
- 2) Motivate and Build a Team
- 3) Develop, implement and evaluate a marketing strategy for a new venture

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