

Course Name	CPP41419 - Certificate IV in Real Estate Practice	
Delivery Mode	Face to Face or Distance	
Course Structure	Number of units	18- Completion using Recognition of Prior Learning and Face to Face tuition
Pre-requisites	Currently hold an Assistant Agent (Certificate in NSW)	
Course Outcomes	Throughout this course, you will develop required skills that will assist you within the real estate industry such as communication techniques. This course will also provide an overview of the property industry in NSW with relevant knowledge of legislations and compliance aspects in both sales and property management for real estate.	
Course Content: Students are required to complete all of the following units:		
Unit Code	Unit Title	Core/Elective
CPPREP4002	Access and interpret ethical practice in real estate	C
CPPREP4003	Access and interpret legislation in real estate	C
CPPREP4001	Prepare for professional practice in real estate	C
CPPREP4004	Establish marketing and communication profiles in real estate	C
CPPREP4005	Prepare to work with real estate trust accounts	C
CPPREP4125	Transact in trust accounts	E
CPPREP4101	Appraise property for sale or lease	E
CPPREP4103	Establish vendor relationships	E
CPPREP4104	Establish buyer relationships	E
CPPREP4504	Deliver presentations to clients in real estate	E
CPPREP4102	Market property	E
CPPREP4105	Sell property	E
BSBDIV301	Work effectively with diversity	E
CPPREP4121	Establish landlord relationships	E
CPPREP4122	Manage tenant relationships	E
CPPREP4123	Manage tenancy	E
CPPREP4124	End tenancy	E
CPPREP4503	Present at hearings in real estate	E