

Training Plan–

Course: ACT Real Estate Licence Qualification

	UNIT CODE	UNIT TITLE
		NOTE: In Assessment Type note the method used to establish competency, either RPL, A or B.
1.	CPPDSM4003A	Appraise property
2.	CPPDSM4004A	Conduct Auction
3.	CPPDSM4005A	Establish and build client-agency relationships
4.	CPPDSM4006A	Establish and manage agency trust accounts
5.	CPPDSM4007A	Identify legal and ethical requirements of property management to complete agency work
6.	CPPDSM4008A	Identify legal and ethical requirements of property sales to complete agency work
7.	CPPDSM4009	Interpret legislation to complete agency work
8.	CPPDSM4010A	Lease property
9.	CPPDSM4012A	List property for sale
10.	CPPDSM4013A	Market property for lease
11.	CPPDSM4015B	Minimise agency and consumer risk
12.	CPPDSM4016A	Monitor and manage lease or tenancy agreement
13.	CPPDSM4017A	Negotiate effectively in property transactions
14.	CPPDSM4019A	Prepare for auction and complete sale
15.	CPPDSM4022A	Sell and finalise the sale of a property by private treaty
16.	CPPDSM4080A	Work in the real estate industry
17.	BSBFIM501A	Manage budgets and financial plans
18.	BSBHRM402A	Recruit, select and induct staff
19.	CPPDSM5012A	Develop a strategic business plan in the real estate industry

