



REAL CENTRE NETWORK PTE LTD

REAL ESTATE AGENCY COURSE (Revised Syllabus) Lesson Schedule (Tentative)

Lesson Schedule

PAPER 1: LEGAL FRAMEWORK OF REAL ESTATE	
Lesson 1	Land Law & Registration
Lesson 2	Land Law & Registration/ Law of Contract
Lesson 3	Law of Contract / Law of Tort
Lesson 4	Law of Agency / Lease Transactions
Lesson 5	Law Relating to Property Taxations
Lesson 6	Law Relating to Planning & Development
Lesson 7	Estate Agent Act
Lesson 8	Estate Agent Act
PAPER 2: ESTATE AGENCY WORK & RELEVANT REAL ESTATE KNOWLEDGE	
Lesson 1	Real Estate Market / Marketing Properties
Lesson 2	Real Estate and Other Forms of Investment
Lesson 3	Real Estate Finance, Analysis / Property Valuation
Lesson 4	Real Estate Finance, Analysis / Property Valuation
Lesson 5	Private Residential Completed & Project Sale Properties
Lesson 6	Commercial & Industrial Completed & Project Sale Properties
Lesson 7	Sale/Resale/Sublet/Rent of HDB Residential Properties
Lesson 8	Sale/Lease of HDB, JTC & Other Commercial/Industrial Properties
PAPER 3: GOVERNANCE, MANAGEMENT & OPERATIONS OF ESTATE AGENCY BUSINESS	
Lesson 1	Forms of Business / Ethics
Lesson 2	Management of Salespersons / Service Quality / Dispute Resolution
Lesson 3	Governance, management & operations
Lesson 4	Governance, management & operations
Lesson 5	Marketing and Branding
Lesson 6	Marketing and Branding
REVISION	
Revision 23	Paper 1: Legal Framework of Real Estate
Revision 24	Paper 2: Estate Agency Work and Relevant Real Estate Knowledge
Revision 25	Paper 3: Governance, Management and Operations of Estate Agency

* RCN reserves the rights to make changes when necessary to the schedule.