



Course title: REAL ESTATE BROKERAGE

ECTS credit allocation (and other scores): 4

Semester: autumn

Level of study: ISCED-6 - first-cycle programmes (EQF-6)

Branch of science: Social sciences

Language: English

Number of hours per semester: 30 CLASSES, 15 LECTURES

Course coordinator/ Department and e-mail: Elżbieta Zysk/Institute of Geospatial Engineering and Real Estate,
elzbieta.zysk@uwm.edu.pl

Type of classes: classes and lectures

Substantive content

CLASSES: 1. Real estate assessment - determinants. 2. Examination of the legal status of real estate 3. Customer service, 4. Real estate advertising, 5. Presentation of real estate, 6. Choosing the optimal real estate for the investor, 7. Fees related to real estate transactions, 8. preparation of simulation of real estate sale transactions.

LECTURES: 1. Real estate – description, 2. Preparation of real estate for presentation, 3. Personal capacity of the parties to the transaction, 4. Acquisition of real estate by foreigners, 5. Running a real estate office, 6. Real estate on the primary and secondary market in Poland.

Learning purpose: Acquiring knowledge in the field of real estate agents.

On completion of the study programme the graduate will gain:

Knowledge: Has basic knowledge regarding conducting business activity in the field of real estate agency. Has basic knowledge of real estate agency. Can use information and communication techniques appropriate to carry out tasks related to real estate trading.

Skills: Able to use information and communication techniques appropriate to carry out tasks related to real estate trading.

Social Competencies: Understands the need for professional development and raising qualifications; can inspire and organize the learning process of others correctly identifies and resolves dilemmas related to the profession of real estate agent.

Basic literature: 1) Brzeziński Z., Pośrednik na Rynku Nieruchomości, wyd. PolText, 2002; 2) Brzeski W, Dobrowolski G, Sędek S., Vademecum Pośrednika Nieruchomości, wyd. Krakowski Instytut Nieruchomości, 2004; 3) Karpiński W., Pośrednictwo w obrocie nieruchomościami – tworzenie i doskonalenie warsztatu pracy, wyd. C.H. Beck, 2007

Supplementary literature: Wysokińska U., Instrukcja obsługi biura pośrednictwa w obrocie nieruchomościami, wyd. TerraNova, 2001

The allocated number of ECTS points consists of:

Contact hours with an academic teacher: 50

Student's independent work: 75