



SA Sales Representative Program

Course outline

Course overview

Kaplan Professional’s online SA Sales Representative Program is ideal if you wish to become a registered sales representative or to further your real estate knowledge.

It provides an overview of the property industry in SA, including the relevant legislation and compliance aspects, minimising risk, preparing for and selling properties at auction, and strategic planning in real estate.

You will also gain an introductory understanding of both the sales and leasing aspects of working in real estate, including marketing and property appraisal, and strategies that will assist you in developing the skills required in the real estate industry.

Successful completion meets the educational requirement for SA Consumer and Business Services to apply for registration to work in the property sector.

Units of competency

Subject Code	Title	Core/ Elective	Quiz	Written Assignment	Oral Assignment
CPPDSM4080A	Work in the real estate industry	Core	Yes	Yes	Yes – one oral assignment, completed as last subject
CPPDSM4079A	Work in the business broking sector	Elective	No	Yes	
CPPDSM4007A	Identify legal and ethical requirements of property management to complete agency work	Core	Yes	Yes	
CPPDSM4008A	Identify legal and ethical requirements of property sales to complete agency work	Core	Yes	Yes	
CPPDSM4005A	Establish and build agency client relationships	Elective	Yes	Yes	
CPPDSM4009	Interpret legislation to complete work in the property industry	Core	Yes	Yes	
CPPDSM4003A	Appraise property	Elective	Yes	Yes	
CPPDSM4012A	List property for sale	Elective	Yes	Yes	
CPPDSM4014A	Market property for sale	Elective	Yes	Yes	
CPPDSM4018A	Prepare and present property reports	Elective	No	Yes	
CPPDSM4017A	Negotiate effectively in property transactions	Elective	Yes	Yes	
CPPDSM4022A	Sell and finalise sale of property by private treaty	Elective	Yes	Yes	
CPPDSM4019A	Prepare for auction and complete sales	Elective	No	Yes	

CPPDSM4010A	Lease property	Elective	Yes	Yes	
CPPDSM4015B	Minimise agency and consumer risk	Core	Yes	Yes	
CPPDSM5012A	Develop a strategic business plan in the real estate industry	Common	No	Yes	
CPPDSM5032A	Market the agency	Common	No	Yes	

The above 17 units of competency are awarded for the successful completion of the SA Sales Representative Program; 5 core, 10 electives and 2 common. They form part of both CPP40307 Certificate IV in Property Services (Real Estate) and CPP50307 Diploma of Property Services (Agency Management).

Note: The assessment is listed by unit of competency above. The quiz and written assignment are specific to each unit of competency, however, the oral assignment covers the oral components of all units. Refer to 'Assessment tasks' for further information.

Course entry requirements

There are no entry requirements.

Course duration

Students have a total of 52 weeks (12 months) to complete the learning and assessment requirements for the SA Sales Representative Program from their initial activation date. The subject breakdown for this course is below:

Subjects in the course
CPPDSM4080A - Work in the real estate industry
CPPDSM4079A - Work in the business broking sector
CPPDSM4007A - Identify legal and ethical requirements of property management to complete agency work
CPPDSM4008A - Identify legal and ethical requirements of property sales to complete agency work
CPPDSM4005A - Establish and build agency client relationships
CPPDSM4009 - Interpret legislation to complete work in the property industry
CPPDSM4003A - Appraise property
CPPDSM4012A - List property for sale
CPPDSM4014A - Market property for sale
CPPDSM4018A - Prepare and present property reports
CPPDSM4017A - Negotiate effectively in property transactions
CPPDSM4022A - Sell and finalise sale of property by private treaty
CPPDSM4019A - Prepare for auction and complete sales

CPPDSM4010A - Lease property
CPPDSM4015B - Minimise agency and consumer risk
CPPDSM5012A - Develop a strategic business plan in the real estate industry
CPPDSM5032A - Market the agency
SARegOA - Oral Assignment (completed last, covering oral components of above UOCs)

All subjects except the oral assignment subject will be activated upon initial enrolment. Individuals are required to complete all other subjects prior to attempting the oral assignment. The above is the recommended study order of subjects; however, individuals have the flexibility to complete in any order, with the oral assignment as the last subject.

The **amount of training** for this course may be up to 15 hours per week. The amount of training is the hours an individual can expect to spend to complete their course work and assessments.

In addition to the amount of training, individuals who are new to industry or vocational training could need up to 5 hours per week known as **unsupervised hours**. These additional hours are for study skills or further research. For example, an individual not working in industry would need more time to review industry websites that are usually introduced in workplace compliance training.

Individuals in job roles related to the real estate industry may be able to complete the course requirements in a shorter timeframe or less hours per week.

Delivery mode

This course is delivered online.

Kaplan's online learning portal KapLearn enables the provision of innovative, interactive learning resources and support. KapLearn can be accessed anywhere at any time using a computer or mobile device that has internet access.

KapLearn is the access point for course notes, supplementary learning material, practice activities and assessments. KapLearn is also the access point for ongoing support.

Assessment tasks

The assessment tasks for this course are listed below. The quiz and written assignment are specific to each unit of competency, whereas the oral assignment covers the oral components of all units of competency, and is completed last.

Subject	Assessment	Assessment Detail
CPPDSM4080A - Work in the real estate industry	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Project • Case study

CPPDSM4079A - Work in the business broking sector	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Case study • Short answer questions
CPPDSM4007A - Identify legal and ethical requirements of property management to complete agency work	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4008A Identify legal and ethical requirements of property sales to complete agency work	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study • Project
CPPDSM4005A - Establish and build agency client relationships	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4009 - Interpret legislation to complete work in the property industry	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions
CPPDSM4003A - Appraise property	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4012A - List property for sale	1 Quiz	<ul style="list-style-type: none"> • Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4014A - Market property for sale	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Project
CPPDSM4018A - Prepare and present property reports	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Analysis • Case study • Short answer questions
CPPDSM4017A - Negotiate	1 Quiz	Open book multiple choice examination, four (4) attempts.

effectively in property transactions	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Project • Case study
CPPDSM4022A - Sell and finalise sale of property by private treaty	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4019A - Prepare for auction and complete sales	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Case study • Short answer questions
CPPDSM4010A - Lease property	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Case study
CPPDSM4015B - Minimise agency and consumer risk	1 Quiz	Open book multiple choice examination, four (4) attempts.
	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Project
CPPDSM5012A - Develop a strategic business plan in the real estate industry	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Project
CPPDSM5032A - Market the agency	1 Written Assignment	Two (2) attempts: <ul style="list-style-type: none"> • Short answer questions • Project
Oral assignment (covers oral components of above UOCs, completed last)	1 Oral Assignment	Oral assignment – two (2) attempts <ul style="list-style-type: none"> • Oral questions • Role plays The mode of oral assessment is by phone/Skype.

Individuals may attempt the quizzes and/or submit their written assignments at any time if they believe they are adequately prepared. The oral assignment may be attempted when all other subjects are completed. Individuals will receive personal reminder emails as they approach their enrolment expiry deadline.

Individuals must be deemed competent in all assessment items, including demonstrating competency in all of the quiz questions, in order to be awarded their Statement of Attainment.



Recognition of Prior Learning

Students may be able to obtain Recognition of Prior Learning (RPL – previously known as exemptions) for a Kaplan award subject based on their previous study and/or work experience. To do this, students must submit evidence that demonstrates they have already met the requirements of the subject through these other means.

Evidence can take many forms, such as information about approved study, information about work experience, certificates, transcripts or other credentials.

Kaplan's RPL policy and the RPL kit are available at: <www.kaplanprofessional.edu.au>.

Fees

An updated schedule of fees is available at the Kaplan Professional website: <www.kaplanprofessional.edu.au>.

Student policies

Students who enrol in a Kaplan course are bound by our published policies, including the policy that sets out our rules for assessment. Students can review these policies and our terms and conditions before they enrol by going to the Kaplan website: <www.kaplanprofessional.edu.au>. The policies also assist students when their study program does not go as planned and they need extra support.