

Commercial Traineeship

The REIQ logo consists of the letters 'REIQ' in a white, bold, sans-serif font, centered within a solid red square.

The Certificate IV in Property Services (CPP40307) Commercial is a comprehensive introduction for trainees wishing to work in the commercial sector. Trainees undertaking this Level IV traineeship will gain the required qualifications to apply for their Registration under the Property Agents and Motor Dealers Act. Trainees learn the essentials for a successful career in the real estate industry, focusing on the elements particular to the commercial sector. The 24 units in this traineeship encompass the fundamentals of listings, legislation, marketing, negotiation skills, commercial sales and leases along with gaining necessary communication and business skills.

Units

CPPDSM4080A – Work in the real estate sector
CPPDSM4008A – Identify legal and ethical requirements of property sales
CPPDSM4007A – Identify legal and ethical requirements of PM
CPPDSM4009A – Interpret legislation to complete the work
CPPDSM4015A – Minimise agency and consumer risk
CPPDSM4012A – List property for sale
CPPDSM4022A – Sell and finalise the sale of property by private treaty
CPPDSM4010A – Lease property
CPPDSM4014A – Market property for sale
CPPDSM4011A – List property for lease
CPPDSM4003A – Appraise property
CPPDSM4018A – Prepare and Present Property Reports
CPPDSM4005A – Establish and Build Client Agency Relationships
CPPDSM4017A – Negotiate Effectively in Property Transactions
CPPDSM4049A – Implement Maintenance Plan for Managed Properties
CPPDSM4041A – Contribute to the development of a tenancy mix strategy
CPPDSM4058A – Monitor Service Requirements
CPPDSM4032A – Arrange Valuation of Facilities and Assets
CPPDSM4074A – Select and Appoint Contractors
CPPDSM4050A – Lease Commercial, Industrial and Retail Property
CPPDSM4036A – Broker Sale of Industrial, Commercial and Retail Property
BSBSBM406A – Manage Finances
BSMRKG407A – Make a Presentation
CPPDSM4056A – Manage Conflicts and Disputes

This Level IV Traineeship consists of 20 days of contact training at the REIQ during the 24 month traineeship period. Some trainees may be eligible to undertake their traineeship studies by Distance Education. Trainees will be required to complete written assessments for all competencies contained in the traineeship.

A summary of the Employability Skills developed through the full Certificate IV in Property Services (Real Estate) qualification can be viewed at

http://www.reiq.com.au/pdfs/CareerInfo/Employability_Skills_Qualification_Summary_CPP40307.pdf