

Award in Real Estate (MQF 4) 8ECTS – Course Outline

Duration: 14 weeks

Module/Unit Title	Compulsory or Elective	ECTS/ ECVETs	Mode of Teaching (Lectures, workshop, placement, asynchronous forums, VLE etc.)	Mode of Assessment (Examination, assignment, project, reflective diary/blog etc.)
1. Introduction to becoming a Real Estate Agent in Malta: Sales and Negotiation Skills	Compulsory	1	Lecture	Practice Placement
2. Principles of Economics	Compulsory	1	Lecture	End-of-Module Multiple Choice test
3. Notarial and Tax Matters in Real Estate	Compulsory	1	Lecture	End-of-Module Multiple Choice test
4. Anti-Money Laundering & Counter Terrorism Financing	Compulsory	1	Lecture	End-of-Module Multiple Choice test
5. Valuation Techniques and Property Analysis	Compulsory	1	Lecture	End-of-Module Multiple Choice test
6. Sale and Letting in the Real Estate Market	Compulsory	1	Lecture	End-of-Module Multiple Choice test
7. Fundamentals of Financial Management	Compulsory	1	Lecture	End-of-Module Multiple Choice test
8. Data Protection in Real Estate Business	Compulsory	1	Lecture	End-of-Module Multiple Choice test