

Paper	Lesson	CU	Topic	Date	Day	Time	Trainer	Venue		
PAPER 2 - (3 hours per Lesson)										
Competency Unit 3: Regulations of Real Estate Agency Industry & Real Estate Marketing										
2	1	3.1	Regulation of Real Estate Agency Industry (Part 1/2)	7-Feb-22	Mon	10am-1pm	Chris Koh	SYNCHRONOUS E-LEARNING		
	2	3.1 3.6 3.11	Regulation of Real Estate Agency Industry (Part 2/2) Regulations on Advertisements Consumer Protection (Fair Trading) Act	7-Feb-22	Mon	2pm-5pm	Chris Koh			
	3	3.2 3.3 3.4 3.5	Role & Functions of Salespersons & Their Requisite Knowledge and Skills Principles of real estate marketing Types of listing Methods of sale	8-Feb-22	Tue	10am-1pm	Robin Ooi			
	4	3.7 3.8 3.9 3.10	Marketing of residential property Marketing of commercial property Marketing of industrial property Marketing of special properties	8-Feb-22	Tue	2pm-5pm	Robin Ooi			
	Competency Unit 4: Property Transactions									
	5	4.1 4.2	Sale of uncompleted private properties Sale of completed private properties	9-Feb-22	Wed	10am-1pm	Robin Ooi			
	6	4.4	Sale of HDB flats (Part 1/2)	9-Feb-22	Wed	2pm-5pm	Chris Koh			
	7	4.4	Sale of HDB flats (Part 2/2)	10-Feb-22	Thu	10am-1pm	Chris Koh			
	8	4.3 4.5 4.6 4.7	Collective sale of private properties Leasing of private properties Subletting of HDB flats Foreign Worker Housing	10-Feb-22	Thu	2pm-5pm	Chris Koh			
	9	4.8	Taxes on Property	11-Feb-22	Fri	10am-1pm	Chris Koh			
10	4.9	Property finance & financial calculations	11-Feb-22	Fri	2pm-5pm	Chris Koh				
PAPER 1 - (3 hours per Lesson)										
Competency Unit 1: Real Estate Agency Industry Overview & Basic Land Law Concepts										
1	1	Real Estate Agency Industry Overview		28-Feb-22	Mon	10am-1pm	Chris Koh	SYNCHRONOUS E-LEARNING		
		1.1	Real estate market & sub-markets							
		1.2	Real estate market players & government intervention							
	2	Basic Land Law Concepts		28-Feb-22	Mon	2pm-5pm	Jimmie Tan			
		1.3	Introduction							
		1.4 1.5	Land Estates in land							
	3	1.6 1.7 1.8	States Lands Act Rights in another's land Registration of Titles	1-Mar-22	Tue	10am-1pm	Jimmie Tan			
	Competency Unit 2: Dealings with Interests in Land									
		4	2.1	Law of contract	1-Mar-22	Tue	2pm-5pm		Jimmie Tan	
		5	2.2 2.4	Law of agency Negligence	3-Mar-22	Thu	10am-1pm		Jimmie Tan	
	6	2.3 2.5 2.6	Landlord & tenant law Conveyance Inter vivos Mortgage	3-Mar-22	Thu	2pm-5pm	Jimmie Tan			
	7	2.7 2.8 2.9 2.10	Gift Trust Succession Future interests	4-Mar-22	Fri	10am-1pm	Jimmie Tan			
	8	2.11 2.12 2.13	Co-ownership Restrictions on capacity to hold land Planning & development of land	4-Mar-22	Fri	2pm-5pm	Chris Koh			
Revision Paper 1				To be advised						
Revision Paper 2				To be advised						