

TECHNIQUES OF REAL ESTATE AGENCY

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| 1 | Course Title: | TECHNIQUES OF REAL ESTATE AGENCY | |
| 2 | Course Code: | EMYZ111 | |
| 3 | Type of Course: | Compulsory | |
| 4 | Level of Course: | Short Cycle | |
| 5 | Year of Study: | 1 | |
| 6 | Semester: | 1 | |
| 7 | ECTS Credits Allocated: | 6.00 | |
| 8 | Theoretical (hour/week): | 3.00 | |
| 9 | Practice (hour/week): | 0.00 | |
| 10 | Laboratory (hour/week): | 0 | |
| 11 | Prerequisites: | None | |
| 12 | Language: | Turkish | |
| 13 | Mode of Delivery: | Face to face | |
| 14 | Course Coordinator: | Doç. Dr. ELİF KARAKURT TOSUN | |
| 15 | Course Lecturers: | | |
| 16 | Contact information of the Course Coordinator: | Uludağ Üniversitesi Sosyal Bilimler Meslek Yüksekokulu Ali Osman Sönmez Kampüsü Yeni Yalova Yolu Osmangazi / BURSA karakurtelif@gmail.com, 0 224 261 55 40- 41 | |
| 17 | Website: | | |
| 18 | Objective of the Course: | In terms of the realization of real estate profession in the light of a more scientific information is to give the necessary technical and legal information. | |
| 19 | Contribution of the Course to Professional Development: | | |
| 20 | Learning Outcomes: | | |
| | | 1 | Real estate holdings establishment, functioning, and have information about legal aspects, |
| | | 2 | The mediation process to be followed in real estate businesses have information about the legal and financial procedures, |
| | | 3 | Real estate agency and the marketing, and consulting services expertise have information about the content and methods, |
| | | 4 | Concerns of property ownership rights and these rights have information about its effects on individuals, |
| | | 5 | The results of these operations and procedures carried out in the title deed of property related matters as the transfer of the legislation, |
| | | 6 | Current and future developments of property sector to analyze the economic, |
| | | 7 | Recognize documents used in the Real Estate Sector |
| | | 8 | Communicate with customers and property to transfer relevant information to customers, |
| | | 9 | |
| | | 10 | |
| 21 | Course Content: | | |
| | | Course Content: | |
| Week | Theoretical | Practice | |

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| 1 | Business Concept, Service Enterprises & Real Estate Agency Legal Dimension Real Estate Agency | |
| 2 | Sales Process in the Real Estate Agency Renting Process in the Real Estate Agency | |
| 3 | Debt Relations in the Real Estate Agency | |
| 4 | Real Estate Agency and Consumer Law Real Estate Agency and Franchising System Real Estate Agency and Urbanization | |
| 5 | Real Estate Agency and Marketing | |
| 6 | Annotation of Personal Rights and the Land Registry in The Real Estate | |
| 7 | MidTerm Exam | |
| 8 | Repeating courses and midterm exam | |
| 9 | Land Transactions Authority Representation | |
| 10 | Land Transactions Authority Representation | |
| 11 | Barter, Forgiveness and Division Processing in the Real Estate | |
| 12 | Heritage, Heritage Transfer | |
| 13 | Land Registry Acts in the Public Corporations and Private Legal Entities | |

| Activites | | Number | Duration (hour) | Total Work Load (hour) |
|--|---|---------------|-----------------|------------------------|
| Theoretical | Property web sites of related organizations | 3 | 14.00 | 42.00 |
| Practicals/Labs | | 0 | 0.00 | 0.00 |
| Self study and preparation | | 14 | 7.00 | 98.00 |
| TERM LEARNING ACTIVITIES | | NUMBER | WEIGHT | |
| Homeworks | | 0 | 0.00 | 0.00 |
| Midterm Exam | 1 | 40.00 | 0.00 | 0.00 |
| Field Studies | | 0 | 0.00 | 0.00 |
| Homework project | 0 | 0.00 | 32.00 | 32.00 |
| Others | | 0 | 0.00 | 0.00 |
| Total Exams | 2 | 100.00 | 38.00 | 38.00 |
| Total Work Load | | | | 242.00 |
| Success Grade | | | | |
| Total work load/ 30 hr | | | | 7.00 |
| ECTS Credit of the Course | | | | 6.00 |
| Total | | 100.00 | | |
| Measurement and Evaluation Techniques Used in the Course | | | | |

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| 24 | ECTS / WORK LOAD TABLE |
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| 25 | CONTRIBUTION OF LEARNING OUTCOMES TO PROGRAMME QUALIFICATIONS | | | | | | | | | | | | | | | |
|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|
| | PQ1 | PQ2 | PQ3 | PQ4 | PQ5 | PQ6 | PQ7 | PQ8 | PQ9 | PQ10 | PQ11 | PQ12 | PQ13 | PQ14 | PQ15 | PQ16 |
| ÖK1 | 5 | 4 | 1 | 1 | 1 | 5 | 1 | 1 | 2 | 1 | 2 | 1 | 0 | 0 | 0 | 0 |
| ÖK2 | 1 | 2 | 1 | 1 | 2 | 0 | 1 | 1 | 0 | 4 | 1 | 0 | 0 | 0 | 0 | 0 |

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| ÖK3 | 5 | 1 | 2 | 1 | 2 | 1 | 1 | 2 | 1 | 4 | 1 | 1 | 0 | 0 | 0 | 0 |
| ÖK4 | 0 | 2 | 1 | 2 | 1 | 1 | 5 | 1 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 0 |
| ÖK5 | 5 | 1 | 3 | 1 | 2 | 1 | 1 | 2 | 1 | 3 | 2 | 1 | 0 | 0 | 0 | 0 |
| ÖK6 | 1 | 4 | 5 | 1 | 3 | 0 | 2 | 1 | 5 | 1 | 2 | 1 | 0 | 0 | 0 | 0 |
| ÖK7 | 4 | 1 | 1 | 2 | 1 | 0 | 1 | 2 | 1 | 2 | 0 | 2 | 0 | 0 | 0 | 0 |
| ÖK8 | 0 | 0 | 2 | 1 | 3 | 0 | 3 | 1 | 5 | 1 | 2 | 1 | 0 | 0 | 0 | 0 |
| LO: Learning Objectives PQ: Program Qualifications | | | | | | | | | | | | | | | | |
| Contribution Level: | 1 very low | | | 2 low | | | 3 Medium | | | 4 High | | | 5 Very High | | | |