

## TECHNIQUES OF REAL ESTATE AGENCY

<b>1</b>	Course Title:	TECHNIQUES OF REAL ESTATE AGENCY	
<b>2</b>	Course Code:	EMYZ111	
<b>3</b>	Type of Course:	Compulsory	
<b>4</b>	Level of Course:	Short Cycle	
<b>5</b>	Year of Study:	1	
<b>6</b>	Semester:	1	
<b>7</b>	ECTS Credits Allocated:	6.00	
<b>8</b>	Theoretical (hour/week):	3.00	
<b>9</b>	Practice (hour/week):	0.00	
<b>10</b>	Laboratory (hour/week):	0	
<b>11</b>	Prerequisites:	None	
<b>12</b>	Language:	Turkish	
<b>13</b>	Mode of Delivery:	Face to face	
<b>14</b>	Course Coordinator:	Doç. Dr. ELİF KARAKURT TOSUN	
<b>15</b>	Course Lecturers:		
<b>16</b>	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	
<b>17</b>	Website:		
<b>18</b>	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.	
<b>19</b>	Contribution of the Course to Professional Development:		
<b>20</b>	Learning Outcomes:		
		<b>1</b>	Real estate holdings establishment, functioning, and have information about legal aspects,
		<b>2</b>	The mediation process to be followed in real estate businesses have information about the legal and financial procedures,
		<b>3</b>	Real estate agency and the marketing, and consulting services expertise have information about the content and methods,
		<b>4</b>	Concerns of property ownership rights and these rights have information about its effects on individuals,
		<b>5</b>	The results of these operations and procedures carried out in the title deed of property related matters as the transfer of the legislation,
		<b>6</b>	Current and future developments of property sector to analyze the economic,
		<b>7</b>	Recognize documents used in the Real Estate Sector
		<b>8</b>	Communicate with customers and property to transfer relevant information to customers,
		<b>9</b>	
		<b>10</b>	
<b>21</b>	Course Content:		
		<b>Course Content:</b>	
Week	Theoretical	Practice	

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	
14	Property Rights and Types	
22	Textbooks, References and/or Other Materials:	Real-estate-related laws. Periodical articles on the subject of real estate magazines. Property web sites of related organizations
23	Assesment	
<b>TERM LEARNING ACTIVITIES</b>		
	<b>NUMBER</b>	<b>WEIGHT</b>
Midterm Exam	1	40.00
Quiz	0	0.00
Home work-project	0	0.00
Final Exam	1	60.00
Total	2	100.00
Contribution of Term (Year) Learning Activities to Success Grade		40.00
Contribution of Final Exam to Success Grade		60.00
Total		100.00
Measurement and Evaluation Techniques Used in the Course		
24	<b>ECTS / WORK LOAD TABLE</b>	

Activites	Number	Duration (hour)	Total Work Load (hour)
Theoretical	14	3.00	42.00
Practicals/Labs	0	0.00	0.00
Self study and preperation	14	7.00	98.00
Homeworks	0	0.00	0.00
Projects	0	0.00	0.00
Field Studies	0	0.00	0.00
Midterm exams	1	32.00	32.00
Others	0	0.00	0.00
Final Exams	1	38.00	38.00
Total Work Load			242.00
Total work load/ 30 hr			7.00
ECTS Credit of the Course			6.00

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
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
<b>LO: Learning Objectives PQ: Program Qualifications</b>																
<b>Contribution Level:</b>	<b>1 very low</b>		<b>2 low</b>			<b>3 Medium</b>			<b>4 High</b>			<b>5 Very High</b>				