



Certificate in Real Estate Management

Vskills Certifications

Vskills Brochure



Certificate in Real Estate Management

Real Estate Management involves management of rental property including residential and commercial real estate. The certification covers most relevant aspects of real estate management including facility management and maintenance, human resource and financial management. Real estate managers are responsible for overseeing the property portfolio for their clients or organization in managing leases, maintaining facilities, marketing and vendor management.

Why should one take Certificate in Real Estate Management?

The Vskills Certificate in Real Estate Management addresses the need for certified professionals in real estate management. The certification has a holistic coverage of all pertinent skills and knowledge in real estate management.

The certification covers

- ✓ Real Estate Basics
- ✓ Lease Administration and Tenant Management
- ✓ Facility Management and Maintenance
- ✓ Vendor Management
- ✓ Financial Management
- ✓ Human Resource Management
- ✓ Health and Safety
- ✓ Computer Basics and Real Estate Management Software

Who will benefit from taking this certification?

Real estate managers, professionals, property managers, facility management professionals will gain immensely with Vskills Certificate in Real Estate Management by showcasing their capability in deft management of real estate for the organization or clients. The certification attests to your knowledge and skills in real estate management. Students, who want to take employment or professionals planning to transition, will also benefit from certification by having a proof of knowledge of managing properties.

Test Details

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

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Fee Structure

Rs. 3,499/- (Excludes taxes) *

*Fees may change without prior notice, please refer <http://www.vskills.in> for updated fees

Table of Contents

1. Real Estate Basics

- 1.1 What is Real Estate?
- 1.2 Real Estate Evolution
- 1.3 Classification of Properties
- 1.4 Residential vs. Commercial
- 1.5 Real Estate Ownership
- 1.6 Real Estate Business

2. Real Estate in India

- 2.1 Indian Real Estate Market Size
- 2.2 Investments/Developments
- 2.3 Government Initiatives
- 2.4 Important Terms
- 2.5 Trends in the Real Estate Market
- 2.6 Indian Real Estate Laws
- 2.7 COVID Impact

3. Real Estate Pricing

- 3.1 Median prices vs. mean prices
- 3.2 Units of pricing - sq m, sq ft etc
- 3.3 Factors influencing real estate pricing
- 3.4 Determination of Fair value

4. Leasing

- 4.1 Leases and leasing activity
- 4.2 Essentials of a lease
- 4.3 Definition and execution of Lease
- 4.4 Rights and liabilities of the lesser
- 4.5 Rights and liabilities of the Lease
- 4.6 Termination of a Lease
- 4.7 Forfeiture
- 4.8 Application of Rent Control Legislation
- 4.9 Model Residential Tenancy Act
- 4.10 Registration of a Lease Deed
- 4.11 Stamp Duty payable on Lease Deed

5. Lease Administration and Tenant Management

- 5.1 Qualifying the Tenant
- 5.2 Tenant Mix
- 5.3 Landlord and Tenant Relationships
- 5.4 Calculation of Rents and Measurable Area
- 5.5 Occupancy Cost Budget
- 5.6 Alterations and Repairs
- 5.7 Lease Administration
- 5.8 COVID and Leasing

6. Real Estate Marketing

- 6.1 Advertising, Direct mailers, electronic mailers, telemarketing
- 6.2 Sales Promotion
- 6.3 Public Relations and publicity
- 6.4 Referrals
- 6.5 Networking
- 6.6 Internet Tools for Marketing and Communication

7. Facility Management and Maintenance

- 7.1 What is FM
- 7.2 Why FM and FM Functions
- 7.3 Building Services
- 7.4 Preventive Maintenance
- 7.5 Emergency Planning
- 7.6 Civil Maintenance
- 7.7 Water Supply and Sanitary
- 7.8 Electrical and Air-conditioning
- 7.9 Gardening and Landscaping

8. Vendor Management

- 8.1 System of Vendor Evaluation
- 8.2 Parameters for Evaluation of Vendors Performance
- 8.3 Negotiation

9. Financial Management

- 9.1 Financial Management Basics
- 9.2 Budgeting
- 9.3 Contracts Management
- 9.4 Procurement
- 9.5 Legal Implications

10. Human Resource Management

- 10.1 Introduction
- 10.2 Human Resource Planning
- 10.3 Volunteer Recruitment
- 10.4 Job Descriptions and Analysis
- 10.5 Recruitment and Selection
- 10.6 Screening and Selection
- 10.7 Recruitment Approach
- 10.8 Induction
- 10.9 Training
- 10.10 Supervision and Evaluation
- 10.11 Performance Appraisal
- 10.12 Motivation

11. Health and Safety

- 11.1 Occupational Health
- 11.2 Fire and Life Safety
- 11.3 Pest Control
- 11.4 Waste Management
- 11.5 Contingency Plan
- 11.6 Risk Management

12. Computer Basics and Real Estate Management Software

- 12.1 Computer Hardware and Software
- 12.2 Security and Computer Protection
- 12.3 SAP Real Estate Management
- 12.4 JD Edwards EnterpriseOne Real Estate Management

Certifications

- ▶ **Accounting, Banking & Finance**
 - Certified GST Professional
 - Certified AML-KYC Compliance Officer
 - Certified Business Accountant
 - Certified BASEL III Professional
 - Certified GAAP Accounting Standards Professional
 - Certified Treasury Markets Professional
- ▶ **Big Data**
 - Certified Hadoop and Mapreduce Professional
- ▶ **Cloud Computing**
 - Certified Cloud Computing Professional
- ▶ **Design**
 - Certified Interior Designer
- ▶ **Digital Media**
 - Certified Social Media Marketing Professional
 - Certified Inbound Marketing Professional
 - Certified Digital Marketing Professional
- ▶ **Foreign Trade**
 - Certified Export Import (Foreign Trade) Professional
- ▶ **Health, Nutrition and Well Being**
 - Certified Fitness Instructor
- ▶ **Hospitality**
 - Certified Restaurant Team Member (Hospitality)
- ▶ **Human Resources**
 - Certified HR Compensation Manager
 - Certified HR Staffing Manager
 - Certified Human Resources Manager
 - Certified Performance Appraisal Manager
- ▶ **Office Skills**
 - Certified Data Entry Operator
 - Certified Office Administrator
- ▶ **Project Management**
 - Certified Master in Project Management
 - Certified Scrum Specialist
- ▶ **Real Estate**
 - Certified Real Estate Consultant
- ▶ **Marketing**
 - Certified Marketing Manager
- ▶ **Quality**
 - Certified Six Sigma Green Belt Professional
 - Certified Six Sigma Black Belt Professional
 - Certified TQM Professional
- ▶ **Logistics & Supply Chain Management**
 - Certified International Logistics Professional
 - Certified Logistics & SCM Professional
 - Certified Supply Chain Management Professional
- ▶ **Legal**
 - Certified IPR & Legal Manager
 - Certified Labour Law Analyst
 - Certified Business Law Analyst
 - Certified Corporate Law Analyst
- ▶ **Information Technology**
 - Certified Angular JS Professional
 - Certified Basic Network Support Professional
 - Certified Business Intelligence Professional
 - Certified Core Java Developer
 - Certified E-commerce Professional
 - Certified IT Support Professional
 - Certified PHP Professional
 - Certified Selenium Professional
- ▶ **Mobile Application Development**
 - Certified Android Apps Developer
 - Certified iPhone Apps Developer
- ▶ **Security**
 - Certified Ethical Hacking and Security Professional
 - Certified Network Security Professional
- ▶ **Management**
 - Certified Corporate Governance Professional
 - Certified Corporate Social Responsibility Professional
 - Certified Leadership Skills Professional
- ▶ **Life Skills**
 - Certified Business Communication Specialist
 - Certified Public Relations Officer
- ▶ **Media**
 - Certified Advertising Manager
 - Certified Advertising Sales Professional
- ▶ **Sales, BPO**
 - Certified Sales Manager
 - Certified Telesales Executive

& many more job related certifications

Contact us at:
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