

H I G H E R  
C E R T I F I C A T E  
I N B U S I N E S S  
I N R E A L E S T A T E

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(VALUATION, SALE AND MANAGEMENT)  
LEVEL 6 - PSRA APPROVED

# PART-TIME COURSE

## BUILDING YOUR CAREER WITH IPAV

The Institute of Professional Auctioneers & Valuers (IPAV) is a professional representative body for auctioneers, valuers and estate agents nationwide. The Higher Certificate in Business in Real Estate (Valuation, Sale and Management) is a level 6 award (120 ECTS) developed in collaboration with TU Dublin - Tallaght Campus and is approved by the Property Services Regulatory Authority for licensing purposes. It is a challenging two year course that covers issues relating to the valuation, sale and letting of residential property.

It is designed to meet the requirements of a changing and demanding market where the property professional will be expected to perform to the most exacting standards.

Once you have successfully completed the 2 year Higher Certificate course you will have the advantage of an academic qualification; have laid the foundation for further study; be eligible to apply for a PSP licence (categories A,B,C and D) and also eligible to apply for membership of the Institute of Professional Auctioneers and Valuers; and you will also gain immense personal satisfaction from the achievement.

## COURSE OVERVIEW

The programme is designed to meet the needs of those already working in the industry or related areas who wish to obtain a formal educational qualification. It is also suited to those who wish to enter the profession for the first time and who wish to satisfy the requirements of the Property Services Regulatory Authority. In this instance the Higher Certificate in Business in Real Estate (Valuation, Sale and Management) meets the requirements of the PSRA for licensing purposes.

## YOUR COMMITMENT

Since the Higher Certificate in Business in Real Estate (Valuation, Sale and Management) is an academic qualification you are expected to give time to study and reading, in addition to attending lectures. The course demands a critical and logical approach to tasks, rather than mere description and therefore, students are expected to be independent in their approach to study and to read widely around the set text. Weekly time devoted to private study has to be managed effectively so that you can meet deadlines.

# COURSE DETAILS

YEAR 1		YEAR 2	
Semester 1	Semester 2	Semester 3	Semester 4
Property Valuation	Valuation for Investment	Statutory Valuation	Valuation Appraisal
Agency Law	Land Use Planning	Property Promotion	Landlord and Tenant Law
Economics for the Property Market	Marketing and Sales	Building Services & Drainage	Building Pathology
Principles of House Construction	Land and Conveyancing Law	Property Management	Communication Agency Practice and Ethics
*Critical Skills Development			
**Professional Practice	**Professional Practice	**Professional Practice	**Professional Practice

\* This is front loaded module designed to prepare students for study.

\*\* This is a work based practical module where students will be able to demonstrate learning in a practical environment.

## COURSE DELIVERY

The course will be delivered on Saturdays over two consecutive academic years and going forward, aims to facilitate more blended learning. The year is divided into two semesters, commencing September – December and January – May each year.

In addition to formal face to face lectures, students will also receive tuition online. Students will be expected to do home study as directed and prepare assignments for submission on specified dates.

Students will also be expected to demonstrate learning through work and for that reason those who are not already employed in the profession are expected to obtain work experience or agree some degree of work shadowing in order to complete the Professional Practice module.

Sherry FitzGerald and DNG were patrons to IPAV's students over the last academic year and provided excellent practical experience, giving our students a hands on approach to the profession.

**The Professional Practice Module is mandatory and must be completed by all students to obtain a level six qualification.**

TU Dublin uses an online learning platform where course information – coursework assignments, timetables, notes, etc. can be downloaded.

The venue for the course will be the Technological University Dublin – Tallaght Campus, Dublin, D24 FKT9

## EXAMINATION & ASSESSMENT

Students will be assessed by examination and coursework. The latter will take different forms – short essays, reading/ comprehension, role play and presentation, as directed by each lecturer.

Examinations will be of two hours duration, with a repeat facility in the Autumn. Students are required to pass all elements of the assessment to progress through the stages of the award. Examinations will be held after each semester, January and May.

## COURSE FEE

Each student is required to pay the course fee of €3,500 per annum, which includes registration, tuition, examination entry, student notes and access to all the learning resources available in TU Dublin for students.

## ENTRY REQUIREMENT

Applicants should have achieved a minimum of at least grade O6 or H7 in 5 subjects. The subjects must include Maths and either English or Irish. The level of English required if English is not the applicants first language is IELTS 6.0 or equivalent.

Applicants who do not meet the minimum standard of education, as required above will be assessed on previous qualifications and work experience.

Applicants who have achieved learning outside the formal education or training systems may also apply for the course and their application will be assessed under the Accredited Prior Experiential Learning process. This process recognises that knowledge is gained through life, work and study and not formally attested through formal certification. Their application will be assessed under the Accredited Prior Experiential Learning process. This process recognises that knowledge is gained through life, work and study and not formally attested through formal certification.

FOR FURTHER INFORMATION  
PLEASE CONTACT:

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**Linked in.**

## TESTIMONIALS

Having recently completed the Higher Certificate in Business in Real Estate, I can recommend that anyone considering this course should definitely take the plunge. Returning to formal education after many years, coupled with a commute from Galway, while challenging at times was the best decision that I could have made. My subsequent professional qualification has allowed me to progress my career as a licenced agent with both confidence and a professional approach.

**Deirdre D'Arcy MIPAV MMCEPI**

I decided to apply to the 2 year Higher Certificate in Business in Real Estate not just to obtain the PSRA licence, but also with the intention to learn about various aspects related to the property service provider industry. It gives me great satisfaction to see that when you put in time and effort, there will be a reward at the end of it. Reward not just in the sense of obtaining the PSRA licence but furthermore be furnished with invaluable knowledge that is relevant to my work and which I use in my job on a daily basis too. I can only recommend and encourage everyone considering to apply and attend this course, to do so.

**David Speicher MIPAV TRV MMCEPI**

## IMPORTANT NOTICE

The Institute of Professional Auctioneers and Valuers reserves the right to change or alter the content of this brochure.

**Completion of the course does not entitle a Graduate to make representations, through publication or otherwise, that he or she is a member of IPAV or that they are approved by IPAV to act as a Real Estate Agent / Valuer or Property Professional.**