

Thinking of taking our course?

Here's what to expect



If you're curious about the IPAV Higher Certificate in Business in Real Estate (Valuation, Sale and Management), this Q&A from **Paul Campbell** and **Glenn Mehta** may help make your mind up.



Paul Campbell

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IPAV Education Director

What exactly is the course?

This programme, which has been running at TU Dublin Tallaght since 2012, was designed by IPAV and is validated by the university at level 6 (120 ECTS) on the National Framework of Qualifications. It is approved by the Property Services Regulatory Authority (PSRA) for licensing purposes and graduates are entitled to get all four Property Services Providers licences. It is a challenging course that takes place on Saturdays over two years (4 semesters) and covers issues relating to the valuation, sale and management of residential property.

What will I learn?

The programme is designed to equip students with the necessary knowledge and skills required for the property profession. Graduates have demonstrated that they have a high level of competence with a deep knowledge of the factors affecting the industry. In addition, the programme has been validated by the European Association of Real Estate Professionals (CEPI). CEPI is one of Europe's largest professional organisations for estate agents representing approximately 300,000 estate agents throughout Europe. Graduates are awarded a CEPI Eureduc certificate, which is considered a facilitating factor when applying for a national professional qualification or when aspiring to broaden one's field of activity to other member countries of the EU.





Who else will be on the course?

Students on the programme have a very diverse range of experience, backgrounds and ages. Some past students have had one or more PSRA licences and did the programme to obtain an academic qualification or to obtain additional PSRA licences. Some were working within the property industry and others do the programme in an effort to move into the industry.

Where is it held?

The programme is delivered by a mixture of online and on-campus lectures, which take place at the Tallaght campus of TU Dublin. One significant advantage of this hybrid method of delivery is that students get to know their fellow classmates and build networks, which are vital for those aspiring to work in the property business.

What can I do after graduation?

Graduates of the programme can progress directly to self-employment as property services providers – estate agents, letting agents and property managers. While many of the graduates are employed in various roles within the profession, they can also expect to obtain employment across a range of occupations within the real estate sector. These include valuation, management, marketing and sales and administrative positions in public and private organisations. On completion, graduates have an opportunity to progress to an honours degree programme in TU Dublin or in the UK.



Glenn Mehta

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Will I be the only mature student?

Since 2012, many of the students who have taken part in the nationally accredited Higher Certificate in Real Estate on the Tallaght Campus were returning to education after a gap of many years and in some cases after a couple of decades outside of the classroom. We offer supports and a toolkit for such students to assist in online learning, time management, and critical academic skills, making the transition back to education a little easier.

How will I learn?

One quarter of the credits on this programme is accounted for under the Professional Practice modules across both years. It was designed to allow students to flexibly develop core competencies needed to be a property professional. Students gain credit for real world work experience shadowing a licensed property professional (online and in agencies) to develop core professional skills. Together with the lectures on a variety of topics, the Professional Practice module documents the student's skills development in an ongoing reflective blog. Students develop the skills through work experience, and outline how the skills will benefit the individual going forward when they become a licensed property professional. Professional Practice allows them to build their reputation and network with individuals in the sector. Students demonstrate with evidence that they have attained the skills in their own time outside of normal classes. On a monthly basis, students submit and receive feedback on a detailed blog outlining their skills development under 55 key competencies. As well as work shadowing and reflective blogs, there are presentations and an annual compilation of all work, graded alongside formal examinations, which forms a large part of the credits for the programme.

Will my study be overseen?

While this is self-directed learning by shadowing a licensed property professional, students are mentored and supported by a University mentor. A framework is provided, templates and samples are explained, and monthly individual feedback is provided over two years. Preparatory and training classes run in September and January to equip students with all they need, and lectures and workshops support the students throughout the year (online for Professional Practice).

Why does this method work?

The Professional Practice module has been a hallmark of this program since 2012, and answers the requirements for students to have real-world property-related skills through seeing the work of a licensed agent while building a professional network, and bringing class-based learning into real world scenarios in an agency. The reflective nature of the module allows the students to see their experiences and learnings build weekly and monthly over two years, which serve as a steppingstone approach to build the competencies needed for working in the industry. Students find that this in particular helps them in developing and maintaining focus and motivation on this Higher Certificate course.