

## Professional training program on “Real Estate Broker”

**Load:** 60 hours of lecture/exercises/practice( internship)

<p><b>Knowledge of civil and commercial law:</b></p> <p>Invalidity of legal action. Limitation of action and decadence of rights. Items, as an object of rights. Types of items. Traders and trading companies.</p>	<p>7 hours of lectures /1 hour of exercises/ group work/discussions</p>
<p><b>Negotiation and communication in real estate</b></p> <p>Negotiation methods. Presentation of the offer. Limits of inclusive negotiation. Style and efficiency in negotiation.</p>	<p>2 hours of lectures /1 hour of exercises/ group work/discussions</p>
<p><b>LEGAL REGIME OF REAL ESTATE</b></p> <p>The meaning and content of the property right. Property rights tags. Public ownership and private ownership. Transfer of ownership. Ways of acquiring ownership. Co-ownership. Special legislation for real estate acquisition. Return and compensation of former owners. Legalization of constructions without permission. Acquisition of real estate by foreigners.</p>	<p>6 hours of lectures /2 hours of exercises/ group work/discussions</p>
<p><b>PROFESSIONAL ETHICS, MEDIATION AND FREE PROFESSIONS</b></p> <p>The basic principles of professional ethics, the alternative of mediation, culture and conflict management, the organization of free professions, categories of free professions</p>	<p>6 hours of lectures /2 hours of exercises/ group work/discussions</p>
<p><b>CONTRACT DRAWING</b></p> <p>Conclusion of the contract: General principles of the conclusion of the contract, the importance and stages of its conclusion, proposal,</p>	<p>5 hours of lectures /2 hours of exercises/ group work/discussions</p>

<p>acceptance, moment of the conclusion, preliminary contract, promise and its legal force, lawsuits that can be raised in the pre-contractual phase and revocation of the relationship of the contract.</p>	
<p><b>TAX LEGISLATION</b></p> <p>Types of taxes and fees. Definition of tax liability. Definition of resident and non-resident taxpayer.</p>	<p>6 hours of lectures /2 hours of exercises/ group work/discussions</p>
<p><b>CRIMINAL OFFENSES AGAINST REAL ESTATE, ORGANIZED CRIME AND MONEY LAUNDERING</b></p> <p>Laundrying of the proceeds of a criminal offense or criminal activity. Appropriation of money or goods derived from a criminal offense or criminal activity.</p>	<p>6 hours of lectures /2 hours of exercises/ group work/discussions</p>
<p><b>BASIC PRINCIPLES OF PROPERTY VALUATION, MANAGEMENT AND MAINTENANCE</b></p> <p>Method of real estate valuation, real estate management, the required and necessary maintenance of these properties</p>	<p>2 hours of lectures /1 hour of exercises/ group work/discussions</p>
<p><b>MARKETING AND SALES</b></p> <p>Marketing and its role in society. Conception and launch of the new product on the market. Presentation and branding of the product.</p>	<p>2 hours of lectures /2 hours of exercises/ group work/discussions</p>
<p><b>Internship</b></p> <p>Practice in a real estate agency/ familiarity with the industry and work processes</p>	<p>3 hours</p>