



Property



PROPERTY

Buying property is likely to be the largest investment someone could ever make. When you become a part of that industry, you are helping people to ensure the security of their big investment. And you will find this 10-in-1 Property bundle truly helpful to start your journey in the estate and property management sector.

Through the video lectures and downloadable resources, you will gain both a practical and theoretical understanding of Property Management, Project Management, Property Law, Building Survey and Property Development and Residential Property Sales. These courses are designed and prepared by industry professionals and provide you with internationally recognised qualification.


Register now to boost your resume and earning potential in no time!

Learning Outcomes of this Property Bundle:

- Gain knowledge of what estate agents do in property management - starting from listing to selling a property
- Learn the roles and responsibilities of a property manager along with the whole process
- Get a complete understanding of property management and recent developments
- Know everything about property law - from principles to real life application of property management
- Master the skillful art of building survey and property development
- Familiarise yourself with the sector of residential property sales

Property Bundle Specialities

- 40 hours of instant video lectures and downloadable resources.
- Affordable premium-quality E-learning content, you can learn at your own pace.
- You will receive 10 completion certificates upon completing the property bundle.
- Internationally recognised Accredited Qualification in Property Management will boost up your resume.

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- You will learn the researched and proven approach of property management adopted by renowned experts.

Assessment

After completing all the modules of the Property bundle, your learning will be assessed by an automated multiple-choice based exam. You may choose to participate in a Mock Exam before attending the course completion Final Exam with absolutely no extra cost.

Certificate

This property bundle comes with FREE PDF Certificates, PDF Transcripts, which makes it the perfect value for money. You can also claim a Hard Copy certificate for only £10.99.

This self-paced property bundle by Skill Up, loaded with up-to-date knowledge and techniques, is truly ideal for all aspiring professionals.

Let your eLearning experience meet the utmost satisfying level by enrolling in our premium property bundle now!

This Property Bundle Consists of the Following Courses:

- Course 1: Estate Agent and Property Management Training
- Course 2: Project Management Complete Training
- Course 3: Property Law
- Course 4: Building Surveyor and Property Development Diploma
- Course 5: Residential Property Sales
- Course 6: Property Business Training – Level 5
- Course 7: Negotiation and Agreement Training
- Course 8: Contract Management Training UK
- Course 9: Mastering the Presentation Skills Course
- Course 10: Ultimate Persuasion Strategies Course



Curriculum Breakdown of the Premium Courses:

➤ Estate Agent and Property Management Training

- Module 1 - Introduction to Estate Agents
- Module 2 - Different Types of Estate Agents
- Module 3 - Getting Started on the Job
- Module 4- Listing Property: Finding the Sellers
- Module 5 - Valuation Process
- Module 6- Negotiating as an Estate Agent
- Module 7- Selling Property: Finding the Buyers
- Module 8 - Technology for Estate Agents
- Module 9 - Regulation of Estate Agents

➤ Project Management Complete Training

- Module 1 - Introduction to Project Management
- Module 2 - PMBOK and PMI
- Module 3 - Global Project Management
- Module 4 - Project Life Cycle
- Module 5 - Time Management
- Module 6 - Quality Management
- Module 7 - Effective Planning and Scheduling
- Module 8 - Introduction to Human Resources
- Module 9 - Performance Management
- Module 10- Talent Management
- Module 11 - Organising Meeting and Conferences
- Module 12 - Managing Resources
- Module 13 - Change Management
- Module 14 - Business Resilience and Crisis Management
- Module 15 - Conflict Management

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- Module 16 - Stress Management
 - Module 17- Communication Skills
 - Module 18 - Procurement & Purchasing Management
 - Module 19 - Risk Management

➤ **Property Law**

- Module 1. Introduction to Property Law
- Module 2. Land Law Principles- Rights and Interests
- Module 3. Registered and Unregistered Land
- Module 4. Ownership and Possession of the Property
- Module 5. Co-Ownership in Property
- Module 6. Leases and Bailment
- Module 7. Property Law: License
- Module 8. The Mortgage Law
- Module 9. Insurance for Property Maintenance
- Module 10. Proprietary Estoppel (Property Rights)
- Module 11. Security Interests in Property

➤ **Building Surveyor Training and Property Development.**

- Module 1- Building Survey: An Introduction
- Module 2- Building Law Principles
- Module 3 - Building Procurement and Contract Administration
- Module 4 - Building Information Modelling
- Module 5 - Building Technology
- Module 6 - The Procedure of Building Survey and Surveys of Historic Buildings
- Module 7 - Beginning of the Survey: Foundation and In-depth Survey in Walls
- Module 8- Ground Level Investigation: Floors and Investigation Above the Ground:

Roofs and Chimneys

- Module 9 - Inspection of Joinery and Woodwork
- Module 10 - Finishes and Surfaces of the Building
- Module 11- Services Inspection
- Module 12- Building Pathology
- Module 13- Building Adaption
- Module 14- Understanding Work Breakdown Structure

- Module 15- Report Writing
- Module 16- Legal Aspects

➤ Residential Property Sales

- Module 1- Introduction to Residential Property Sales
- Module 2- Valuation of Real Estate
- Module 3- Law Relating to Residential Property Sales
- Module 4- Residential Agency
- Module 5- Finances Involved in Buying and Selling Property
- Module 6- Property Appraisal and Basic Building Construction and Defects
- Module 7- Records and Systems
- Module 8- UK Tax on Property

➤ Property Business Training - Level 5

Property Business Training - Level 5

Estate Agents

- Module 1 - Estate Agent: An Introduction
- Module 2 - Different Types of Estate Agents
- Module 3 - Getting Started on the Job
- Module 4 - Listing Property: Finding the Sellers
- Module 5 - Valuation Process
- Module 6 – Negotiating as an Estate Agent
- Module 7 - Selling Property: Finding the Buyers
- Module 8 – Letting Property
- Module 9 – Technology for Estate Agents
- Module 10 - Regulation of Estate Agents

Property Management Training

- Module 1 - Introduction to Property Management
- Module 2 – The Role and Responsibilities of a Property Manager
- Module 3 – Listing Properties and Marketing
- Module 4 – The Letting Process and Tenancy Agreement
- Module 5 – The Property Management Process
- Module 6 - Keeping Tenants Long Term

- Module 7 – Regulations of Property Management
- Module 8 – Changes in the UK Property Market: An Opportunity

Property Development Diploma

- Module 01: Introduction to Property Development
- Module 02: Different Type of Property
- Module 03: Property Research
- Module 04: Property and the Law
- Module 05: Different Method of Finance Option
- Module 06: Building Regulation
- Module 07: The Planning Process
- Module 08: Project Management
- Module 09: Marketing Your Property

Property Law and Taxation for Accountants and Lawyers

- Module 1: The Property Law and Practice
- Module 2. Ownership and Possession of the Property
- Module 3. Co-Ownership in Property
- Module 4: Property Taxation on Capital Gains
- Module 5: VAT on Property Taxation
- Module 6: Property Taxation Tips for Accountants and Lawyers
- Module 7: Changes in the UK Property Market

Real Estate Investor Training

- Module 1 - Property Development
- Module 2 - Different Types of Property
- Module 3 - Land Law Principles- Rights and Interests
- Module 4 - Ownership, Co-ownership and Possession of the Property
- Module 5 – Lease Bailment, License, Mortgage and Insurance Related Law
- Module 06 - Real Estate Investment
- Module 07 - Strategies for a Real Estate Investor
- Module 08 - Marketing Your Property
- Module 09 - Introduction to Property Management
- Module 10 – The Property Management Process
- Module 11 – The Role and Responsibilities of a Property Manager
- Module 12 – Listing Properties and Marketing



➤ Negotiation and Agreement Training

Introduction and The Principles of Collaborative Negotiation

- Welcome and Course Overview
- Why Good Negotiation Practice Leads to Better Relationships
- Shameless Book Plug
- Millie's Cookie Story
- Exercise 1: Intentions / Objectives for This Programme

Giving Structure to Your Negotiation Strategy

- Negotiation is not
- Distinguishing Negotiation from -Haggling
- The 7 Steps to Negotiation Success
- Exercise 2: Giving Structure to your Negotiations

Step One – Preparing Yourself for Collaborative Negotiation

- Preparing Yourself and Your WIN Outcomes
- Exercise 3: Securing Commitment to Negotiate
- The 4 P's
- The Importance of Personality
- We, Then Me
- Exercise 4: The 4 P's

Step Two – Preparation - Understanding the Power of Variables

- Introduction to Variables
- Video Examples of Excellent Creativity in Variables
- Exercise 5: Understanding the Power of Variables

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- Using the WIN Matrix

- Exercise 6: Write Your Win Matrix

Step Three – Understanding Your Partner's Point of View

- Introduction
- Example Story- Maps of the World – Dyl's Den
- Exercise 7: Stepping Into Your Partner's Shoes

Step Four – Discussing

- Introduction- Stating Intentions
- Co-Active Listening- Are You Really Listening
- The Power of Pause
- Exercise 8: Using Open Questions
- Exercise 9: Going Above and Beyond Their Wildest Dreams
- Exercise 10: Socratic Questioning
- Exercise 11: Creating a Discussion Agreement Statement

Step Five – Proposing


- Introduction to the Propose Stage
- Exercise 12: Putting Your Proposal into Writing

Step Six – Bargaining

- Introduction
- Exercise 13: Creating a Bargaining Agreement Statement
- The Power of Silence
- Exercise 14: Developing Your Time-Out Strategy

Step Seven – Agreeing

- Introduction to Bargaining

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- The Written Columbo
 - Exercise 15: Drafting an “Agreement In Principle”

Getting Yourself Out of the Way - The Human Operating System

- Introduction – The Missing Link
- Exercise 16: Noticing Your Thinking
- What Does this Mean in Your Negotiations?

Understanding Personality


- Why Personality?
- Introducing the 4 Colours
- Introducing the 8 Aspects
- Inspiration v Discipline Driven
- Exercise 17: Teddy Bear
- Big Picture vs Down to Earth
- Exercise 18: Football Club Trip
- People Focused vs Outcome Focused
- Splash App
- Exercise 19: Completing Your Own Assessment
- Negotiation with Different ‘Personality Types’

Using the Seven Steps at Home

- Introduction

Avoiding Common Gambits Some Negotiators Use

- Nibbling – The Columbo
- The Flinch
- The Red Herring

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- Higher Authority
 - The Reluctant Buyer – Seller
 - The Best of a Bad Choice

Conclusion – Can You Really Get More by Giving More?

- Conclusion & Thank You
- Bonus Lecture

➤ **Contract Management Training UK**

- Module 01: Introduction to Contract Management
- Module 02: Contract Lifecycle - Understanding The Stages
- Module 03: Contract Manager's Roles, Responsibilities & Career Opportunities
- Module 04: Principles of English Contract Law
- Module 05: Classification of Contracts
- Module 06: Case Study on Contract Management
- Module 07: Contract Management Plan & Efficiency
- Module 08: Risks, Disputes & Supplier Relation In Contract Management
- Module 09: Negotiation, Variation & Changes in Contract Management
- Module 10: Contract Management Process Evaluation & KPI
- Module 11: Contract Review, Challenges and Future


➤ **Mastering the Presentation Skills Course**

Getting Started

- Welcome and Getting to Know Your Instructor
- What will you learn?
- Who is this Course For?

Prepare Your Presentation

- Step 1 – Preparation

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- Step 2 – Get to Know Your Audience
 - Step 3 – Set Your Objectives
 - Step 4 – Consider Your Approach
 - Step 5 – Make a Presentation Plan
 - Step 6 – Presentation Strategies & Techniques – Giving People a Rea
 - Step 6 – Presentation Skills
 - Step 6 – Effective Communication
 - Step 6 – Verbal Communication
 - Step 6 – Motivational Language
 - Step 6 – Non Verbal Communication
 - Step 6 – Telling Stories
 - Step 6 – Memorable Content
 - Step 6 – RER Method
 - Step 6 – Using Case Studies
 - Step 6 – Calming the Nerves
 - Step 7 – Prepare Your Materials
 - Step 8 – Practice
 - Step 9 – Evaluation
 - Step 10 – Presentation Day
 - Contingencies

The Final Word

- Guest Interview
- Wrap Up



➤ Ultimate Persuasion Strategies Course

Ultimate Persuasion Strategies Course

- What Is Influence & Why is It Important!
- The Power To influence – Beginning Concepts
- The 6 Master Principles Of Persuasion – Part 1
- The 6 Master Principles Of Persuasion – Part 2
- The MUST Have Persuasion Tool!
- Emotional Reasoning
- MORE Powerful Tools Of Persuasion
- Rapport Building & Reputation – Part 1
- Rapport Building & Reputation – Part 2
- Powerful Tools Of Persuasion – Part 1
- Powerful Tools Of Persuasion – Part 2
- Powerful Tools Of Persuasion – Part 3