Course Descriptions

**JOB FUNCTION AND REAL ESTATE BROKERAGE**

Course number: **221-001-AB**  
60 hours

This course will allow the future residential real estate broker to acquire the knowledge, know-how and savvy necessary to characterize the real estate market, his/her future job function and the related conditions of practice. The student will perform a realistic self-evaluation of his/her entrepreneurial potential, his/her strengths and weaknesses, his/her tastes and aptitudes in relation to his/her future work. He/she will identify the particularities related to self-employment, the components and operation of a realistic cash budget and the impacts of time management on his/her work. He/she will be able to analyze the components of a personal marketing plan, including realistic detailed planning of a promotion campaign. He/she will also learn to plan the marketing of a residential immovable. Finally, the student will learn to draft a business plan adapted to his/her professional activities.

**REAL ESTATE LAW**

Course number: **221-002-AB**  
60 hours

The purpose of this course is to sensitize the students to the different concepts of civil and real estate law. They will be able to identify the principal civil law rules applicable to persons, property, ownership, contracts and responsibility. They will also be able to guide the clients on ownership questions, accounting for the principal rules of law. Finally, they will be able to explain to the clients the questions regarding prior claims and hypothecs contained in the civil law rules.

**REAL ESTATE BROKERAGE BUSINESS LAW**

Course number: **221-003-AB**  
60 hours

The specific purpose of this course is to sensitize students to the principal legal rules applicable to the business community, such as forms of enterprises, commercial contracts and contracts of employment. This course will also allow deeper exploration of certain legal concepts regarding obligations and civil and professional liability. Finally, it will make the participants aware of arbitration as a solution to real estate brokerage conflicts.
**COURSE TITLE: REAL ESTATE BROKERAGE ACT**
Course number: **221-004-AB**  45 hours

The course aims to familiarise students with the Real Estate Brokerage Act and its regulations which specifically govern the practice of real estate and how to differentiate these rules and apply them to particular cases.

**INTERPERSONAL RELATIONS IN REAL ESTATE BROKERAGE**
Course number: **221-005-AB**  45 hours

Through teaching activities, integrated learning activities (knowledge, skills, and capacities) and evaluation activities, this course will enable the future residential real estate broker to acquire the necessary knowledge, expertise and interpersonal skills to communicate better with others, both orally and in writing, within the context of common situations in real estate brokerage. Students will learn how to analyze the characteristics of effective communication and integrate them into their future work. They will also learn how to establish and maintain interpersonal relations through an analysis of their strengths and weaknesses in interpersonal relations and to display a positive attitude. They will apply verbal and non-verbal communication techniques, the rules of politeness and the rules of collaboration in their relations with interlocutors in the course of their professional activities. Finally, they will learn how to interact better in business, offer their professional services and resolve conflict situations.

**CONSTRUCTION QUALITY OF A RESIDENTIAL BUILDING**
Course number: **221-006-AB**  45 hours

This course has the specific aim of preparing the student adequately to identify the quality of a residential building and especially the quality of its components. The students, as they proceed, will be qualified to identify the type of construction quickly, recognize the architectural current in which a building is situated and establish the relationship with its physical construction characteristics. They then will be qualified to make a reasoned judgment on the general condition of the building to finally give a future client honest advice on buying an immovable. Moreover, they can provide their clients with timely advice on the intervention of a construction specialist, if they have detected anomalies that require competencies other than their own. The students’ attention to detail and assessment of the physical construction elements will make them informed advisors, providing their customers with reasoned arguments on the quality and condition of the building in general.

**REAL ESTATE MATHEMATICS**
Course number: **221-007-AB**  45 hours

The Real Estate Mathematics course will enable the student, in general, to perform the mathematical calculations related to residential real estate transactions. More specifically, and in relation to the competencies to be developed and the other related courses, the course will allow the student to see or review certain basic notions in solving mathematical, algebraic, geometric and financial problems, useful in the context of his/her work. It will also enable the student to master the use of tools, such as the financial calculator, to perform with precision all the calculations his/her work will require.
**RESIDENTIAL IMMOVABLE APPRAISAL**

Course number: **221-008-AB**  
45 hours

The real estate assessment course within the context of the Residential Real Estate Brokerage Program will enable the student to estimate the market value of an immovable according to three distinct approaches. The purpose of this course is to qualify a broker to gauge the value of a residential immovable adequately. The broker’s skill in analyzing the real estate market, his/her technical knowledge, his/her qualitative assessment of the immovable and, above all, the precision in calculating the value, will make the broker an indispensable advisor in the realization of a real estate transaction based on transparency.

**RESIDENTIAL REAL ESTATE BROKERAGE CONTRACTS**

Course number: **221-009-AB**  
60 hours

This course will enable students to understand the mechanisms of application of the legislation relating to residential real estate brokerage contracts, so that they can identify, analyze and draft the different brokerage contracts and other related mandatory and recommended forms. Moreover, by the end of this course, students will be able to draft special clauses adapted to a given situation regarding brokerage contracts for the sale, purchase and leasing of a residential immovable.

**APPROACHES REGARDING PROMISES TO PURCHASE OF RESIDENTIAL IMMOVABLES**

Course number: **221-010-AB**  
45 hours

This course will allow students to learn the mechanisms for application of the legislation related to promises to purchase, lease or exchange of a residential immovable so that they can identify, analyze and draft the different related compulsory and recommended forms. In addition, by the end of the course, students will be able to draft special clauses adapted to a given situation regarding promises to sell, lease or exchange a residential immovable. Students will also have to update their records and registers to meet their contractual obligations as brokers.

**PRESENTATION OF PROMISES TO PURCHASE RESIDENTIAL IMMOVABLES**

Course number: **221-011-AB**  
60 hours

This course will enable the student to present documents to the persons concerned within the context of a promise to purchase, lease or exchange a residential immovable. Moreover, he/she will be able to inform the customer about mortgage credit and orient the client to competent resources. Additionally, the student will be able to negotiate a residential real estate transaction and ensure its follow-up. Furthermore, the student will be able to develop his/her skills further in drafting promises to purchase, lease or exchange residential immovables.