

PROGRAMME REGULATIONS

Programme Schedule

National Certificate in Real Estate (Salesperson)

To be read in conjunction with the [Certificate Generic Regulations](#).

1. Programme Schedule

- 1.1 This schedule applies to the National Certificate in Real Estate (Salesperson) (NCertRE (Salesperson)) (Level 4, 47 credits).

2. Programme Specific Admission

2.1 Specific Admission

To be admitted to this programme, all applicants must meet the requirements set out in the Certificate Generic Regulations. There are no additional programme-specific admission requirements.

3. Selection Criteria

When the number of applications for admission exceeds the number of places available, then applicants are waitlisted and invited to enrol as places become available.

4. Selection Process

Selection will be made by subcommittee of the Programme Committee set up for the purpose and with delegated authority of that committee to offer places to applicants.

5. Requirements for the Award of the Qualification

5.1 National Certificate in Real Estate (Salesperson)

To be awarded the National Certificate in Real Estate (Salesperson) a student must have successfully complete 47 credits from the courses set out in Table 2. Students must also successfully complete all unit standards attached to these courses. Both courses are compulsory.

Table 1: Credit Accumulation

Course Level	Total Compulsory Credits	Total Elective Credits
Level 4	47 credits	0
Total 47		

5.2 Course details

Table 1: Course Details: Compulsory and Elective Courses

Compulsory courses are shown in **bold**.

Elective courses are shown in *italics*.

Course No.	Course Name	Credits	Pre-requisites	Co-requisites
Level 4				
BSNS 4001	Real Estate Salesperson's Course One	26		
BSNS 4002	Real Estate Salesperson's Course Two	21		BSNS 4001

6. Credit Recognition and Exemptions

The Programme Committee may award a student credit recognition in recognition of successful equivalent study at the same or higher level in the context of another course or programme.

Credit recognition will be awarded on the case by case basis, and will usually only be offered for the course BSNS 4002 Real Estate Salesperson's Course Two. Students must demonstrate that all unit standards included in this course have been achieved before credit recognition may be awarded.

Credit recognition will not normally be awarded for successful study that took place more than 5 years prior to the date of first enrolment in the certificate.

7. Assessment of Prior Learning

Assessment of Prior Learning is not available for courses in this certificate.

8. Assessment

8.1 Assessment basis

All assessment is competency based and determined by the performance criteria stated in the unit standards.

8.2 Calculation of course grades

- a. Courses grades for competency based assessment will be reported according to the following criteria:

Table 3: Course Grades

Grade	Status
M	Merit Pass
P	Pass
NC	Not Yet Competent

- b. Students may be awarded one of the following grades for a course if they meet the criteria described.

Table 4: Grade Criteria

Grade	Meaning	Criteria
CR	Credit Recognition	The student has applied for and been awarded a credit recognition from another qualification
DEF	Deferred	The course result has been deferred
W	Withdrawn	If a student withdraws from a course after the 10% date of the course is completed and up to or at the 75% date of the course. No credits earned.
DNC	Did not complete	A student has either withdrawn after the 75% date of the course has been taught or not attempted a compulsory item of assessment within a course. No Credits earned.

8.3 Conditions applying to restricted passes

Restricted passes are not available for courses in this programme.

8.4 Resits and resubmissions

Resits and resubmissions will be available to students that have received a result of “Not Yet Competent” for an assessment event.

The following conditions apply:

- There will be a maximum of two resubmission per unit standard;
- For each resit of Unit Standard 23137, there will be an assessor fee charged;
- Resits will be permitted no later than three weeks after the end of the programme;
- Any students wishing to resit or resubmit work for a course must apply to Programme Leader within seven days of the date on which the original result was notified.

9. Commencement

These regulations came into force in Semester 1, 2014.