



Programme for the Commercial Property Practitioner

Presented by the **Department of Construction Economics, University of Pretoria**
in collaboration with **SAPOA**

5 ECSA CPD points | CPD Reg No: P000109-2021

The **Programme for the Commercial Property Practitioner** provides you with a comprehensive training programme in property management presented in cooperation with the South African Property Owners Association (SAPOA). As the premier programme for practitioners and brokers involved in office, retail and industrial leasing (including selling, management and investment), you have the opportunity to gain a strong functional base in commercial property management that includes an introduction to property development, building technology and services, building and design economics, financial mathematics, management accounting, principles of economics, town and regional planning, as well as property law, finance, management, taxation, marketing and valuation.

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Shifting knowledge to insight



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Course content

- Introduction to property development
- Building technology and services
- Building and design economics
- Financial mathematics
- Management accounting
- Principles of economics
- Property law
- Town planning
- Property finance
- Property management
- Property tax
- Property marketing
- Negotiation
- Property valuation
- Investment analysis

Learning outcomes

After successfully completing this programme, you will

- have an understanding of the 26 topics to be studied through correspondence, as well as a three-day full-time block session, and
- have your skills sharpened not only by the practical instruction and case studies, but also by the interchange of ideas with the lecturers and their colleagues in the three day block session.

Who should enrol?

This programme is ideal for all brokers and property practitioners.

Programme fees

SAPOA Member - R54 238.00 per delegate (VAT incl.)
SAPOA Non-Member - R71 571.00 per delegate (VAT incl.)

Programme fees include access to the online LMS and all relevant course material.

Course fees must be paid in full 14 days prior to course start dates. Proof of payment can be submitted to enrolments@enterprises.up.ac.za.

Admission requirements

Prospective delegates should at least have National Senior Certificate (Grade 12) with mathematics.

Accreditation and certification

Enterprises University of Pretoria (Pty) Ltd is wholly owned by the University of Pretoria. As a public higher education institution, the University of Pretoria functions in accordance with the Higher Education Act 101 of 1997. Enterprises University of Pretoria offers short courses on behalf of the University and these short courses are not credit-bearing, and do not lead to formal qualifications on the National Qualifications Framework (NQF) – unless stated otherwise. Delegates who successfully complete a short course and comply with the related assessment criteria (where applicable) are awarded certificates of successful completion and/or attendance by the University of Pretoria.

Registration and enquiries

Client Information Centre

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Course leader

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