



UniSA

Bachelor of Business (Property) Program

**Presenter: Wayne Marano
Program Director**



Presentation outline



- **Why are you here?**
- **What do I have to do to get there?**
- **The program**
- **Assistance**
- **Learning resources**
- **Outcomes**
- **Credit Transfer**
- **Contact us**



Why are you here?

What do all of these
people have in common?



Development Manager - Nakheel's



Largest
developer in
Dubai



**Managing Director - Asia Real Estate,
Investment Banking, Goldman Sachs**



One of the world's
largest global
investment banks





CEO – Urban Construct



Balfours Site, Aurora on Pirie, The Precinct, etc



CEO's and Directors

- Several of the largest Real Estate Investment Trusts (REITS)
- Controlling over 100 billion dollars





All Graduated in Property at UniSA!

- Along with thousands other graduates in the last 35 years.
- Private, Government and Semi-government
- Local ,National, International
- Wide range of professional careers
- Many traditional jobs lead to bigger things

How do you get there?



- Make study a **priority**.
- University study is different. Staff are like coaches - outcomes are up to **YOU**.
- Output is dependent on **YOUR** input.
- **Network** – those sitting around you are your future colleagues.
- Every student here has the ability to succeed.



The Program - Aims



- To provide students with a **broad based internationally credible** undergraduate business education that takes into account the skills necessary to perform as a professional in the dynamic global property environment.
 - This is **NOT** a training program
 - **Internationally Accredited**
-
- Professional careers include **development, investment, valuation, management, research, sales, leasing**

The Program



- **24 courses**
- **8 Business Core Courses**
- **14 'set' courses, Property Major includes compulsory elective course (Construction 1)**
- **2 electives that can be used to make a MINOR**



The Program: The Core Property Courses

All property students must complete the core property courses to be eligible to graduate.



FIRST YEAR

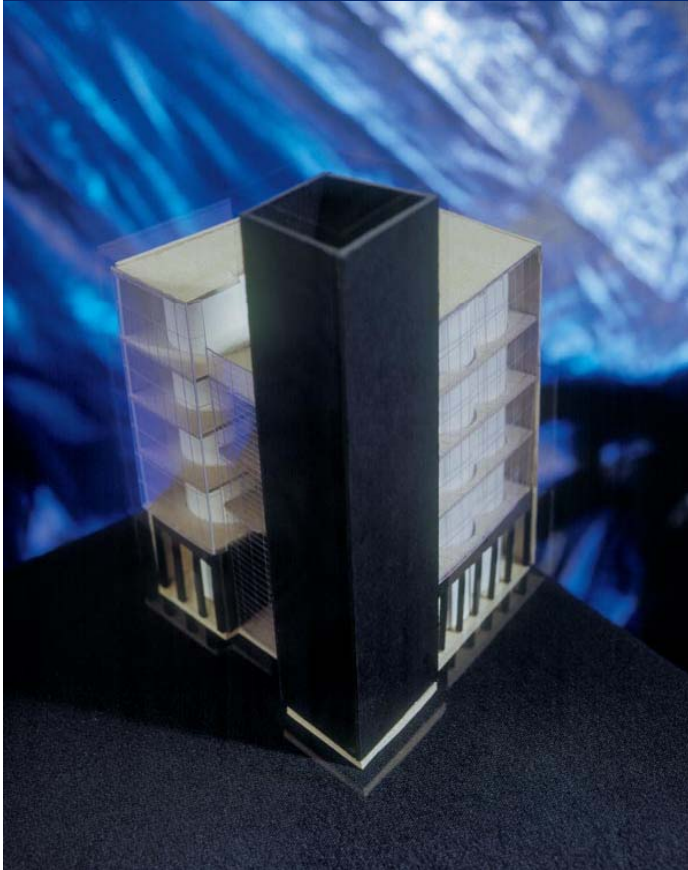
- Introduction to Property and Valuation
- Introduction to Property Economics

SECOND YEAR

- Property Investment
- Fundamentals of Property Law
- Property Utilisation and Sustainability
- Construction 1 (or Elective)
- Property Market Analysis
- Property Agency



The Program: The Core Property Courses Cont.



THIRD YEAR

- **Property Research** (Program Schedule: see Note 3)
- **Advanced Property Valuation**
- **Property Management**
- **Statutory Valuations**
- **Property Development**
- **Property, People and the Political Economy**



The Program: Other Alternatives. Minor electives: What are they?



- **Property Marketing**
- **Property Economics**
- **Property Finance**

- **Students could chose to do other courses from within the division of business provided students have the required prerequisite knowledge.**

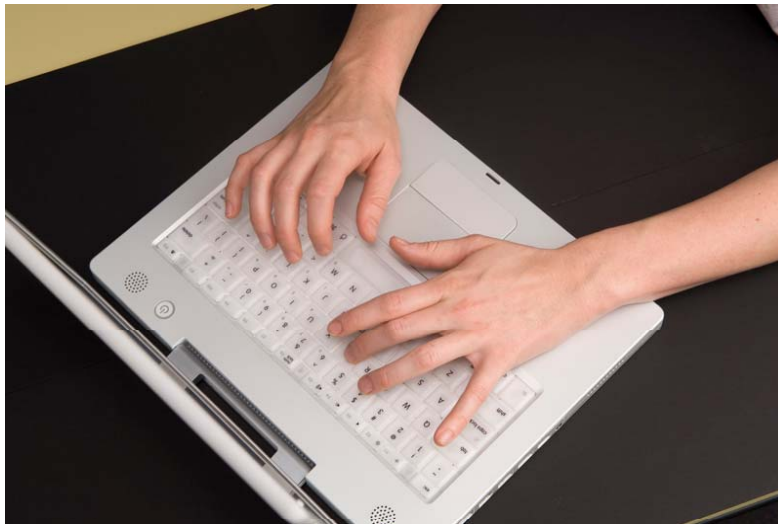


Learning Resources: Teaching and Learning Arrangements



- **Lectures:** usually 1 or 2 hour large classes for Division core e.g. 400 students smaller classes for property courses 50 - 100- check timetable for each course
- **Tutorials:** usually 1 or 2 hour small classes e.g. 20-30 students – check timetable for each course
- **Online resources:** available for each course on UniSAnet

Learning Resources: Assessment



Assessment:

- **Varies including: essays, reports, case studies, presentations, tests, a final exam**
- **Grade Point Average (GPA) – the average of your results is used to calculate eligibility for certain grades e.g. CP/TP, supplementary assessment, program transfers, further study etc.**



Learning Resources: Assessment Cont.



GPA - It's an important statistic. Please note as part of the programs professional accreditation CP/TP'S will not be granted in:

- **Introduction to Property and Valuation**
- **Property Research**
- **Property Development**
- **Advanced Property Valuation**
- **Statutory Valuations**

Assistance



- **Enrol soon** if not done already
- **Don't miss classes** from week 1
- **Do the work!!** – more non-contact time than contact
- **You need to set aside 2 hours per week for every 1 hour of contact**
- **Assessment** – be aware of requirements including formatting, work consistently, meet deadlines, take the pressure off exam times



We are all in this together cont.



- If something goes wrong – **TELL SOMEONE!**
- via email or make an appointment – **BEFORE** problems get too large
- **Course problems** – contact your **Course Coordinator**
- **Program problems** - Contact **Wayne Marano**
- Withdraw by due dates **if things become too hard** & avoid F2s on transcript – it **DOES** matter
- It's very different to high school – be proactive in accessing help & resources or simply **ASK!**



Need More Assistance?



- **Online course resources:** go to home pages of each individual course
- **Library:**
<http://www.library.unisa.edu.au/>
- **Learning Connection:**
<http://www.unisanet.unisa.edu.au/learningconnection/>
- **UniSA online resources** – extensive including email, courses, program, LC workshops, Experiencebank.
- **Search the web!**



All Work and No Play?



- **Have a balance in your life – Study, work, play.**
- **Get to know the clubs, societies and student associations on campus and be a part of campus life.**
- **Business students ‘Commerce Society’ and Property students groups**
- **Attend the property profession social functions**

Outcomes



Bachelor of Business Property is accredited by Australian Property Institute for CPV Provides for Careers in:

- **Valuation & research**
- **Asset, portfolio and corporate real estate management**
- **Property investment and development**
- **Property marketing, sales, leasing**

Strong International Opportunities



Outcomes

Links to Employment While you're still a student



- **Work Placements** e.g. Valuer-Generals Office of South Australia
- **Mentor scheme** with the Australian Property Institute, Property Council of Australia and the Urban Development Institute of Aust.
- **Student membership** get reduced rates to professional development programs and functions

Credit Transfer



- **May be granted for any post secondary study at TAFE or university level**
- **Credit is available for work experience (up to 2 courses) but more difficult to justify than other credit**
- **Guide – Cert IV = 1- 2 courses,**
- **Diploma = 2 - 8 courses,**
- **Advanced Diploma = 3 - 12 courses**
- **Variation - depends on courses & closeness of link with prior qualification**



Credit Transfer Cont.



- **Assessed upon application/pre-assessments available**
- **See us today if you are not sure of your credit options**
- **Application forms available online or from Lyn Nipperess**
- **Details will appear on MyUniSA in due course**



School of Commerce Orientation program

Thursday 24 February 2011

- Welcome to new students
- Program Information Sessions
- Campus Tour
- Lunch activities
- Preparing for Study
- Online@UniSA
- Enrolment and Credit - Student ID Cards

Friday 25 February 2011

- Being a Successful Student
- Academic writing session





Contact Us

Your Program Director



For further information please contact

- **Wayne Marano**
- **Program Director**
- **Phone: (08) 8302 0523;**
- **Email: wayne.marano@unisa.edu.au**



Contact Us

Your Program Advisor

For further information please contact



- **Lyn Nipperess - for admin details e.g. class overrides**
- **Program Advisor
Room WL3-57**
- **Ph: 83020294**
- **Email: lyn.nipperess@unisa.edu.au**



Thank you!



- Enjoy and Good Luck