



Australian Government

CPP51119 Diploma of Property (Agency Management)

Release 4

CPP51119 Diploma of Property (Agency Management)

Modification History

Release 4 This version first released with CPP Property Services Training Package Release 14.0.

Unit CPPREP5201 Develop and maintain commercial property market intelligence added to Elective units.

Release 3 This version first released with CPP Property Services Training Package Release 12.0.

Updated imported equivalent units of competency:

- BSBHRM528 Coordinate remuneration and employee benefits
- BSBHRM524 Coordinate workforce plan implementation
- BSBOPS502 Manage business operational plans
- BSBLDR602 Provide leadership across the organisation.

Reinstated BSBMKG507 Interpret market trends and developments to elective unit listing.

Refer to the Companion Volume Implementation Guide for clarification.

Release 2 This version first released with CPP Property Services Training Package Release 11.0.

Addition of CPPREP5311 Develop and maintain rural property market knowledge and intelligence to elective units.

Imported elective units updated to latest releases.

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes and is not equivalent to:

- CPP50307 Diploma of Property Services (Agency Management)
- CPP50409 Diploma of Property Services (Business Broking).

Qualifications were merged to reduce duplication and to provide clearer alignment with licensing outcomes.

Qualification Description

This qualification reflects the role of real estate principals who apply knowledge of property agency and compliance requirements, ethical standards and consumer preferences to establish and control real estate functions.

This qualification applies to residential or commercial practice in real estate sales, real estate property management, strata management, business broking, stock and station, or auctioneering.

Occupational titles may include:

- Real Estate Agency Principal
- Strata Management Principal
- Agency Manager
- Agency Director.

Staff who hold this qualification are responsible and accountable for the work of others and are engaged with:

- understanding business systems, structures, property agency practices and business entities
- understanding legal and ethical frameworks for property agency operations
- developing systems, procedures and protocols for managing property agency functions
- establishing and controlling trust accounts and property agency business finances
- coordinating ethics, risk and consumer protection systems to meet industry legal and customer expectations and requirements
- developing and maintaining knowledge of industry trends
- developing and maintaining relationships with lessors, tenants, vendors and buyers, buyers' agents
- establishing and implementing strategic business plans and operational plans
- establishing and implementing agency and individual branding
- leading and managing people, including recruitment, induction, coaching and mentoring for teams and individuals
- managing work health and safety (WHS) risk to ensure a safe working environment in the real estate industry.

Licensing, legislative, regulatory or certification requirements

Licensing, legislative, regulatory or certification requirements apply to real estate practices in all states and territories. Relevant state and territory regulatory authorities should be consulted to confirm those requirements.

Entry Requirements

There are no entry requirements for this qualification.

Packaging Rules

To achieve this qualification, competency must be demonstrated in:

- 12 units of competency:
 - 7 core units
 - 5 elective units.

The elective units must ensure the integrity of the Australian Qualifications Framework (AQF) qualification alignment, contribute to a valid, industry-supported vocational outcome and are to be chosen as follows:

- a minimum of 3 elective units must be chosen from the elective units listed below
- up to 2 elective units may be chosen that are packaged in other current Diploma or Advanced Diploma Training Package qualifications provided they do not duplicate the outcome of another unit chosen for the qualification.

Core units

CPPREP5001	Manage compliance in the property industry
CPPREP5002	Establish and monitor property industry trust account management practices
CPPREP5003	Manage ethical practice in the property industry
CPPREP5004	Manage a safe workplace in the property industry
CPPREP5005	Manage teams in the property industry
CPPREP5006	Manage operational finances in the property industry
CPPREP5007	Develop a strategic business plan in the property industry

Elective units

BSBADV507	Develop a media plan
BSBHRM524	Coordinate workforce plan implementation
BSBHRM528	Coordinate remuneration and employee benefits
BSBHRM604	Manage employee relations
BSBLDR522	Manage people performance
BSBLDR602	Provide leadership across the organisation
BSBMKG507	Interpret market trends and developments
BSBMKG543	Plan and interpret market research
BSBOPS502	Manage business operational plans

- CPPREP4507 Provide property sustainability information in real estate
- CPPREP5008 Market the property agency
- CPPREP5009 Develop a marketing and service strategy in real estate
- CPPREP5010 Manage customer service activities in the property industry
- CPPREP5201 Develop and maintain commercial market intelligence
- CPPREP5311 Develop and maintain rural property market knowledge and intelligence

Qualification Mapping Information

CPP Property Services Training Package Release 8.0	CPP07 Property Services Training Package	Comments	Equivalency statement
CPP51119 Diploma of Property (Agency Management)	<p>CPP50307 Diploma of Property Services (Agency Management)</p> <p>CPP50409 Diploma of Property Services (Business Broking)</p>	<p>Supersedes and is not equivalent to CPP50307 Diploma of Property Services (Agency Management) and CPP50409 Diploma of Property Services (Business Broking).</p> <p>Qualifications merged to reduce duplication. Updated to the Standards for Training Packages.</p>	N

Links

An Implementation Guide to this Training Package is available at -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>