



Australian Government

Assessment Requirements for CPPREP4503 Present at hearings in real estate

Release: 1

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Modification History

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

Supersedes and is equivalent to CPPDSM4020 Present at tribunals.

Updated to meet industry currency.

Performance Evidence

To demonstrate competency in this unit, a person must prepare and present one case for a simulated conciliation session and one case for a simulated hearing in real estate.

In doing this, the person must meet the performance criteria for this unit.

Knowledge Evidence

To be competent in this unit, a person must demonstrate knowledge of:

- Commonwealth and state or territory legislation, and local government regulations relevant to presenting at hearings in real estate
- disclosure requirements relevant to presenting at hearings in real estate
- ethical standards relating to presenting at hearings in real estate
- protocols to follow when presenting at hearings in real estate
- purpose and role of conciliation in the real estate industry
- role and jurisdiction of hearings of matters relating to property operations
- key features of the rules of evidence
- powers and role of property-related hearings
- hearing procedures and requirements
 - documentation required for applications to hearings
 - procedure to be followed for presenting a case to a hearing
 - procedure to be followed where a matter has been settled prior to hearing
 - process for making an application to a hearing
 - role of expert witnesses
- hearing etiquette.

Assessment Conditions

Assessors must satisfy the requirements for assessors listed in the Standards for Registered Training Organisations.

Assessment must be conducted in a simulated workplace environment.

Assessors are responsible for ensuring that the person demonstrating competency has access to:

- detailed scenario and associated documentation for a complex real estate matter that is sufficient to provide a realistic simulation of a conciliation process and a hearing
- relevant policies, procedures and associated documentation meeting the full industry standard for a mid-size real estate agency
- role descriptions for people participating in role-play exercises
- equipment, communication and data access and storage technology required for research and documentation.
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Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>