



Australian Government

Assessment Requirements for CPPREP4504 Deliver presentations to clients 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 but is not equivalent to CPPDSM4018A Prepare and present property reports.

Updated to the Standards for Training Packages.

Performance Evidence

To demonstrate competency in this unit, a person must prepare and deliver two separate presentations for real estate clients. They must also complete a review of their presentation to identify future areas of improvement.

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 the content of delivering presentations to clients in real estate
- ethical practice in real estate
- techniques to:
 - profile potential audience characteristics
 - select presentation techniques and technology appropriate to audience characteristics
 - select content to address audience characteristics and requirements
 - plan timing of presentations
 - select and use equipment, graphics, audio and materials to support effective delivery of content
 - use effective communication to deliver the presentation
 - gather and collate feedback to support review and improvements to the presentation.

Assessment Conditions

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

Assessment must be conducted in the workplace or in a simulated workplace environment.

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

- information to be presented to a group of clients
- role descriptions and information for people participating in role-play exercises
- equipment required to prepare presentations.

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>