

Qualification Title: New Zealand Certificate in Real Estate (Salesperson) (Level 4)

Qualification number: 3111

Date of review: 25 February 2020

This report refers to graduates awarded this qualification prior to: 31 December 2019

Final decision on consistency of the qualification: National consistency is confirmed

Threshold

The threshold to determine sufficiency with the graduate profile was determined as evidence of:

Graduates hold a broad operational and technical knowledge of the real estate industry and will have met the qualification requirements to be a licensed salesperson. Once licensed, graduates can operate under supervision to comply with the Real Estate Agents Act 2008 (as per Section 50) and other legislation relevant to the real estate industry.

Education Organisations with sufficient evidence

The following education organisations have been found to have sufficient evidence.

MOE Number	Education Organisation	Final rating
6004	Unitec New Zealand	Sufficient
8103	The Skills Organisation	Sufficient
6022	Open Polytechnic	Sufficient
8677	TAFE College (NZ) Limited	Sufficient

Introduction

The purpose of this Level four qualification of 50 credits is to provide the real estate industry with people who hold a broad operational and technical knowledge of the real estate industry. Graduates of this qualification will have met the qualification requirements to be a licensed salesperson and, once licensed, will be able to operate under supervision to comply with the Real Estate Agents Act 2008 (as per Section 50).

This qualification was developed by The Skills Organisation.

A consistency review meeting was held in Auckland. Five education organisations presented. In addition to the education organisations, the consistency review was attended by two representatives from The Skills Organisation, one in the role of qualification developer and one as an observer.

Evidence

The education organisations provided a range of evidence to demonstrate that their graduates met the graduate profile outcomes.

Final Consistency Review Report

The criteria used to judge the evaluation question were:

- The nature, quality and integrity of the evidence presented by the education organisation
- How well the organisation has analysed, interpreted and validated the evidence, and used the understanding gained to achieve actual or improved consistency
- The extent to which the education organisation can reasonably justify and validate claims and statements relating to the consistency of graduate outcomes, including in relation to other providers of programmes leading to the qualification.

Evidence provided for this review included:

- Confirmation that each of the education organisations had a coherent programme of study which ensured that programme components led to the graduate profile.
- Graduate and employer surveys which confirmed that graduates had gained, and were using, the skills and knowledge outlined in the graduate profile.
- Destination data, specifically that graduates are currently licensed real estate salespeople, a role that requires the application of skills and knowledge required by the graduate profile.

How well does the self-assessment and supporting evidence provided by the education organisation demonstrate that its graduates match the graduate outcomes at the appropriate threshold?

Programme evidence

Some submissions included the mapped learning outcomes, course content and assessment to the graduate profile outcomes. Evidence of systematic quality processes that ensure effective programme delivery varied. Evidence included annual programme review, and internal and external moderation reports.

Graduate evidence

Two organisations have been delivering the programme for more than one year, however most education organisations were challenged in attempting to gather graduate evidence. This indicates the need to revise methods of evidence gathering as a systematic quality assurance activity. Some education organisations utilised the GPOs well, as a basis to gather feedback and information.

Destination evidence

Destination evidence was discussed by all education organisations. Most graduates have progressed or continued to employment as a salesperson, as the qualification intended. One education organisation made good use of publicly available information through the Real Estate Authority online public register and was able to demonstrate graduates are currently licensed real estate salespeople, meeting the primary outcome of this qualification. Other useful information was also gathered from this register. The use of independent and verifiable data supports the integrity and validity of the education organisations own data and analysis.

There is no evidence of graduates progressing in study to level 5 or higher.

Employer evidence

All education organisations made genuine attempts to gather feedback directly from employers. Overwhelmingly, employers recognised the relevance of the qualification to the Real Estate industry. There were significant challenges in achieving a reasonable response rate and in gathering quality information for analysis.

Final Consistency Review Report

Overall, the self-assessment and supporting evidence supplied, by those organisations found sufficient, demonstrates that their graduates meet the graduate outcomes at the determined threshold.

Special Focus (includes special focus on a strand or outcome)

None.

Issues and concerns

Most education organisations are seeking feedback and information in a condensed time frame from graduates and stakeholders immediately prior to participation in consistency review. This is not producing the compelling evidence that reflects the education organisations own perspective as to the extent graduates are meeting the GPOs.

The partial data and information collected by most education organisations constrained analysis and limited the use and understanding of the findings to achieve actual or improved consistency going forward.

Recommendations to Qualification Developer

Education Organisations are looking forward to engaging with the qualification developer later in 2020 to review the qualification. Generally, the qualification was considered fit for purpose.