

## Change report for the review of Real Estate New Zealand Qualifications

### Reviewed qualifications

[Ref]	Version	Qualification title	Level	Credits
3580	1	New Zealand Certificate in Real Estate (Branch Manager)	5	60

### Review information

<b>Qualification Developer</b>	The Skills Organisation
<b>Reason for the review</b>	Scheduled 5-year review of qualifications
<b>Review date</b>	December 2021
<b>Outcome date</b>	April 2021
<b>Next review date</b>	April 2026

### Summary of review and consultation process

The Skills Organisation has consulted with major stakeholders and the leading industry associations in the real estate industry. Feedback from the sector was that this qualification required redevelopment to remain useful and relevant, and to meet the needs of learners, industry, and stakeholders.

Consultation took place from stakeholders across the Real Estate sector including the Real Estate Authority, Real Estate Institute of New Zealand, and the Industry Leader Group. Consultation was distributed to members of industry in different real estate sectors and all regions of New Zealand. Representatives also included Programme Managers from the Open Polytechnic and The Skills Organisation as the two Tertiary Education Organisations awarding these qualifications.

The consultation process was conducted with working groups, over video conferencing, individual face-to-face meetings and wider consultation via survey and individual correspondence.

The consultation concluded that some changes needed to be made to ensure the qualification is fit for purpose, future proofed and reflects the terminology currently used in the practice and across the industry.

The result of the review is a new version of New Zealand Certificate in Real Estate (Level 5) [Ref: 3580].

### Main changes resulting from the review

The graduate profile outcomes have changed to better reflect the needs of the real estate industry.

- Minor changes made to the GPOs to remove the term branch or agency to ensure the context complies with regulation.
- Two GPOs removed.
- Two GPOs added to make explicit, level appropriate knowledge of trust accounts and leadership strategies.

The credit value of the qualification was decreased to remove unnecessary duplication and to better reflect the time needed to meet the graduate profile outcomes.

- Credit values for GPOs rounded to nearest 5.
- Credit value for this qualification overall reduced from 60 to 40.

The qualification title and wording were updated to reflect the terminology currently used in the real estate industry and to futureproof for forthcoming changes in the regulatory environment.

- Title change to the qualification to reflect the changes in terminology commonly used across the real estate industry. The title change also reflects the practice of the profession for those intending to operate as a manager or in a management position in the real estate industry.
- The title change was reflected in the changes to the graduate profile outcomes with the removal of the term branch manager where required.

## Review outcome

Reference	Version	Reviewed qualification	Outcome category	New qualification details/version (if applicable)
3580	1	New Zealand Certificate in Real Estate (Branch Manager)	<i>B-New version of qualification</i>	New Zealand Certificate in Real Estate (Level 5) [Ref: 3580-2]

## Qualification review outcome categories

Outcome	Result	Category
No changes are identified to the qualification	Qualification version number and NZQF ID remain the same. New review date is required.	A
Minor changes are identified to the qualification	New version of qualification is required (NZQF ID remains the same). New review date is required.	B
Significant changes are required to the qualification	New replacement qualification is required with a new NZQF ID. The existing qualification will expire.	C
The qualification is no longer required by industry	The qualification will expire with no replacement.	D

## Transition information

Reference	Version	Qualification title	Last date of entry*	Last date of assessment
3580	1	New Zealand Certificate in Real Estate (Branch Manager)	31 December 2022	30 June 2023

\*only required for outcome category C or D

## Any additional information

It is not intended that any existing candidates be disadvantaged by these transition agreements; however, anyone who feels that they have been disadvantaged may appeal to The Skills Organisation.

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