



DESCRIPTION OF THE SUBJECT

FIELD OF STUDY	Management
SPECIALISATION	Business management
MODE OF STUDY	Full-time / Part-time
SEMESTER	6

Name of the subject	Real estate management
Hourly dimension of particular forms of classes	Full-time studies – 40 Part-time studies - 24
• lectures	Full-time studies – 10 Part-time studies – 8
• other forms	Full-time studies – 30 Part-time studies - 16

Learning objectives:	<p>The main objective is for students to learn about real estate management from an economic perspective. Specific objectives include:</p> <ul style="list-style-type: none"> • to learn the basic issues concerning the marketing, management and valuation of real estate, • to learn the specifics of the process of preparing land for investment activity, • to learn the specifics of the real estate market, • get to know the specifics of investment processes related to the implementation of development projects, • gain skills to identify the main features of real estate that determine its economic attractiveness and value, • learn about the instruments used to finance real estate, • learn theoretical and practical aspects of property valuation, • learn the basics of knowledge necessary to further prepare for the profession of real estate agent, property manager and valuer.
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Learning outcomes for the subject			
Number	Learning outcomes, a student who has successfully completed the course will be able to:	Reference of learning outcomes for the programme	The reference to the learning outcomes for the area
K_W01	student is able to define and characterize real estate and the real estate market	K_W01	P7S_WG
K_W02	Students will be familiar with the principles of methods and techniques of real estate management.	K_W05 K_W07 K_W08 K_W09 K_W12	P7S_WG P7S_WG P7S_WG P7S_WG P7S_WG
K_U03	student identifies factors determining the functioning of the local, national and international real estate market	K_U02 K_U04 K_U08 K_U09	P7S_UW P7S_UW P7S_UW P7S_UW

K_U04	student uses selected methods of property valuation and is able to determine market value of property	K_U03 K_U07	P7S_UW P7S_UO
K_U05	student is able to use economic and financial tools of property management and is familiar with legal regulations applicable to real property.	K_U03 K_U06 K_U07 K_U10	P7S_UW P7S_UO P7S_UO P7S_UW
K_K06	the student is able to work in project teams preparing real estate projects	K_K02 K_K03 K_K07	P7S_KK P7S_KO P7S_KR
K_K07	the student is able to expand his knowledge and improve his skills on his own, taking into account changing economic conditions.	K_K02 K_K06 K_K09	P7S_KK P7S_KK P7S_KO

Content number	Educational/ curricular content	Reference to learning outcomes for the subject
	Lectures	
T_01	Concept and objectives of real estate management.	K_W01 K_W02
T_02	Constitutive and executive bodies in real estate management.	K_W01 K_W02
T_03	The notion, classification and features of real estate.	K_W01 K_W02
T_04	Forms of real estate management.	K_W01 K_W02
T_05	The real estate market as a system.	K_W01 K_W02
T_06	The real estate market and its specificity.	K_W01 K_W02
T_07	Entities operating in the real estate market.	K_W01 K_W02
T_08	Real estate management as a decision-making process.	K_W01 K_W02
T_09	Basics of property valuation.	K_W01 K_W02 K_U04 K_U05
T_10	Legal basis of investment processes in the real estate market.	K_W01 K_W02 K_U04 K_U05
T_11	The process of investing in real estate.	K_W01 K_W02 K_U04
T_12	Professional activity in the field of real estate management.	K_W01 K_W02
T_13	Trade in real estate	K_W01 K_W02 K_U04
	Exercises	
T_14	Basics of property management (case study)	K_W02 K_U03 K_U05 K_K07
T_15	The real estate management system.	K_W02 K_U03

		K_U05 K_K07
T_16	Functioning of the real estate investment system - investment process.	K_W02 K_U03 K_U05
T_17	Functioning of the system of transferring ownership rights to real estate.	K_W02 K_U05
T_18	Secondary mortgage market. Insurance companies, property leasing companies, mezzanine fund.	K_W02 K_U03 K_U04 K_U05
T_19	Property management plan.	K_W02 K_U05 K_K06
T_20	Functioning of the real estate financing system. The role of the bank. Long-term savings.	K_W02 K_U04 K_U05
T_21	Financial investors in the real estate market. Funds investing in real estate.	K_W02 K_U03 K_U05
T_22	Public funds in the real estate market.	K_W02 K_U04 K_U05
T_23	The real estate agent.	K_W02 K_U05
T_24	Acting on the supply side.	K_W02 K_U05 K_K06 K_K07
T_25	Verification of the legal status of real estate.	K_W02 K_U03 K_K07
T_26	Demand side activities - determining the preferences of the property sought and purchasing capacity.	K_W02 K_U03 K_K06
T_27	Verification of the needs of the buyers.	K_W02 K_U03 K_K06 K_K07
T_28	Preparation of the offer, advertising plan and presentation of the property	K_W02 K_K06 K_K07
T_29	Actions immediately preceding the conclusion of a transaction	K_W02 K_U05
T_30	Negotiations	K_W02 K_U05 K_K07
T_31	Preparation of the documentation necessary to carry out a legal transaction	K_W02 K_U05
T_32	Documenting the course of the transaction	K_W02

Methods and forms of teaching	Educational and curricular content
Lecture with Multimedia presentation of selected issues	T_04, T_05
Conversation lecture	
Problem-based lecture	

Informative lecture	T_01 – 03, T_06 - 13
Discussion	T_23
Work with text	T_32
Case study method	T_14
Problem-based learning	
Didactic/simulation game	
Exercise method	T_15 – 18, T_21, T_22, T_24, T_25, T_29, T_31
Workshop method	
Project method	
Multimedia presentation	T_19, T_28
Audio and/or video demonstration	
Activating methods (e.g. brainstorming, SWOT analysis technique, decision tree technique, snowball method, constructing mind maps)	
Working in groups	T_26, T_27, T_30
Other (which ones?) - ...	
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Evaluation criteria in relation to particular learning outcomes				
Learning outcome	For the assessment 2	For the assessment 3	For the assessment 4	For the assessment 5
K_W01	the student is unable to define and characterise real estate and the real estate market	the student is able to define and characterise real estate and the property market at a basic level	the student is able to define and characterise real estate and the property market at an intermediate level	the student is able to define and characterise real estate and the real estate market
K_W02	the student does not know the assumptions of methods and techniques of real estate management	the student knows the basic principles of methods and techniques of real estate management	the student knows the principles of methods and techniques of real estate management at an intermediate level	the student knows the principles of methods and techniques of real estate management
K_U03	the student is unable to define the factors determining the functioning of the local, national and international real estate market	the student identifies factors determining the functioning of the local, national and international real estate market at a basic level	the student identifies factors determining the functioning of the local, national and international real estate market at intermediate level	the student identifies factors that determine the functioning of the local, national and international real estate market
K_U04	the student does not use selected methods of property valuation and is not able to determine the market value of the property	the student uses selected methods of property valuation and is able to determine the market value of the property at a basic level	the student uses selected methods of property valuation and is able to determine the market value of the property at an intermediate level	the student uses selected methods of property valuation and is able to determine the market value of the property
K_U05	the student is not able to use the economic-financial tools of property management and does not know the legal regulations relating to real estate	the student is able to use economic and financial tools for real estate management and is familiar with basic legal regulations relating to real estate	the student is able to use the economic-financial tools of property management and is familiar with property-related legal regulations at an intermediate level	the student is able to use the economic and financial tools of property management and is familiar with the legal regulations relating to real estate

K_K06	the student is unable to work in project teams preparing real estate projects	the student is able to work in project teams preparing real estate projects at a basic level	the student is able to work in project teams preparing real estate projects at an intermediate level	the student is able to work in project teams preparing real estate projects
K_K07	the student is not able to expand his knowledge and improve his skills on his own, taking into account changing economic conditions	the student independently extends his knowledge and improves his skills, taking into account changing economic conditions at a basic level	the student independently extends his knowledge and improves his skills, taking into account changing economic conditions at an intermediate level	the student independently extends his knowledge and improves his skills, taking into account changing economic conditions.

Verification of learning outcomes	EK symbols for the module/subject						
	W01	W02	U03	U04	U05	K06	K07
Written test							
Oral exam							
Written credit							
Oral credit	X	X	X	X	X	X	X
Written colloquium							
Oral colloquium	X	X	X	X	X	X	X
Test							
Project							
Written work							
Report							
Multimedia presentation		X	X	X	X	X	X
Other (which ones?) -							
Work during exercises		X	X	X	X	X	X

Hourly teaching load and student workload	Full-time studies	Part-time studies
1. Lectures (joint participation of academics and students)	10	8
2. Other forms (joint participation of academic staff and students)	30	16
3. Consultation with the teacher	20	20
Total 1+2+3	60	44
4. Internships (carried out by students on their own)	—	—
5. Student's own work (including homework and project work, preparation for a credit/exam)	65	81
Total 4+5	65	81
SUMMARY 1+2+3+4+5	125	125
Total ECTS credits according to the study plan	5	

Reference literature	<ul style="list-style-type: none"> – Dydenko J., Gospodarka nieruchomościami: zbiór przepisów, Wolters Kluwer Polska, Warszawa 2009. – R. Dziczek, Management nieruchomościami lokalowymi, Warszawa 2014. M. Kucharska-Stasiak E., Nieruchomości w gospodarce rynkowej. Wydawnictwo naukowe PWN, Warszawa 2012.
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	<ul style="list-style-type: none"> – Bryx M. (red.), Wprowadzenie do zarządzania nieruchomością, Poltext, Warszawa 2008. M. Bryx: Rynek nieruchomości. System i funkcjonowanie. Wyd. Poltex, Warszawa 2007 – Bauta-Szostak J., Bogdański B., Nieruchomości: sprzedaż, najem, dzierżawa, Difin Warszawa 2010.
<p>Complementary literature</p>	<ul style="list-style-type: none"> – Z. Brzeziński: Pośrednik na rynku nieruchomości. Wyd. Poltext, Warszawa 2006 – Foryś (red.), Management nieruchomości komercyjnymi, Warszawa 2006. – Wierzbowski B., Gospodarka nieruchomościami. LexisNexis, Warszawa 2008. – E. Bonczak-Kucharczyk: Zarządzanie nieruchomościami mieszkalnymi. ABC a Wolters Kluwer business, Warszawa 2008 – R. Niemczyk: Gospodarka i obrót nieruchomościami, Wyd. Dyfin, Warszawa 2009 – M. Debniewska, M. Tkaczuk: Zarządzanie finansami nieruchomości. Wyd. Uniwersytetu Warmińsko - Mazurskiego, Olsztyn 2002 – Minasowicz: Efektywność i zarządzanie finansami w budownictwie. Wyd. Poltext, Warszawa 2009 – H. Gawron: Opłacalność inwestowania na rynku nieruchomości. Wyd. Akademii Ekonomicznej w Poznaniu, Poznań 2006