
	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

SECTION A: QUALIFICATION DETAILS														
QUALIFICATION DEVELOPER (S)		University of Botswana												
TITLE	Bachelor (Honours) in Real Estate										NCQF LEVEL	8		
FIELD	Physical Planning and Construction			SUB-FIELD		Real Estate				CREDIT VALUE	648			
New Qualification						√		Review of Existing Qualification						
SUB-FRAMEWORK		General Education					TVET					Higher Education		√
QUALIFICATION TYPE	Certificate	I		II		III		IV		V		Diploma		Bachelor or
	Bachelor Honours			√		Post Graduate Certificate					Post Graduate Diploma			
	Masters								Doctorate/ PhD					
RATIONALE AND PURPOSE OF THE QUALIFICATION														
<p>RATIONALE: Over years the Government of Botswana has been sending students for real estate training abroad at huge costs. This resulted in the scarcity of real estate professionals in the country. Subsequently, the government requested academic institutions to consider introducing a local real estate programme amidst financial challenges that it was facing in training these professionals abroad. This was in line with the Vision 2016 (Pillar 1: An educated Nation by 2016), NDP 10 (Shortage of skilled labour), and ETSSP (Strengthening skills development). This has also been taken into account in the current Vision 2036 (Pillar 1 & 2: Knowledge economy and human social development), NDP 11 (Human Resource Development) as well as HRDC (2016) list of occupations in high demand (Finance and Business Services Sector – Valuers 3315, Real Estate Agents and Property Managers 3334).</p>														

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

PURPOSE:


The purpose of this qualification is to produce graduates with knowledge, skills, and competences to:

- Undertake valuations for different purposes.
- Carry out feasibility and development appraisals.
- Manage investment properties and provide estate agency related duties.
- Conduct market research and establish the target market.
- Allocate and manage land or housing units in public institutions.
- Apply real estate principles, to solve real estate related problems.


ENTRY REQUIREMENTS (including access and inclusion)

Minimum entry requirements into the Bachelor of Real Estate Honours will be:


- A Certificate IV, NCQF level 4 (General Education or TVET) and will be admitted at Year 1 of study.
- Recognition of Prior Learning (RPL) and Credit Accumulation and Transfer (CAT) will be considered for admission.

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020


SECTION B QUALIFICATION SPECIFICATION			
GRADUATE OUTCOMES)	PROFILE	(LEARNING	ASSESSMENT CRITERIA
1.1. Solve complex and unpredictable real estate related problems in the field of economics, law, real estate principles, valuation, property development, property investment appraisal, and property/project management.			<p>1.1.1 Identify and define a real state problem and associated variables and assumptions creatively and innovatively.</p> <p>1.1.2 Demonstrate key competencies such as decision making, responsibility, autonomy in applying advanced real estate knowledge to solve real estate related problems.</p> <p>1.1.3 Use appropriate real estate methods, and tools including those based on technology as well as communicate effectively both orally and in writing with stakeholders on real estate related problems.</p> <p>1.1.4 Operate instruments appropriately and execute real estate techniques to solve complex and unpredictable real estate problems.</p> <p>1.1.5 Critically apply appropriate data collection and sampling techniques, to collect data relevant to an identified problem.</p> <p>1.1.6 Critically analyse data using relevant data analysis techniques, to assess data for relevance, accuracy, and applicability.</p> <p>1.1.7 Analyse options and assess the impact of the options to solve real estate problems.</p> <p>1.1.8 Critically evaluate and select appropriate tools and techniques to solve the identified problem.</p> <p>1.1.9 Synthesize potential solutions to the problem by applying sound real estate techniques, fundamental real estate principles, mathematics, basic economics, valuation as well as practical experience.</p> <p>1.1.10 Evaluate and validate solutions using different data analytical tools before adopting the preferred solution to solve the problem.</p>

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020


2.1 Apply appropriate real estate methods, skills, and tools including those based on technology to manage or/and value any interest in property.	<p>2.1.1 Utilise soft and hard skills to communicate effectively with individuals, peers, and stakeholders.</p> <p>2.1.2 Generate and assemble appropriate data using available resources.</p> <p>2.1.3 Interpret and critically analyse data to make conclusions and recommendations about real estate valuation issues.</p> <p>2.1.4 Apply graphical illustrations to present data effectively to both specialists and non-specialists' audience.</p> <p>2.1.5 Generate, construct, and assemble technical data that is critical in the construction environment process.</p>
3.1 Manage procurement and tendering, contractual documents relating to building works and financial management of property.	<p>3.1.1 Apply property/project management principles to real estate processes/operations.</p> <p>3.1.2 Practice self-management principles.</p> <p>3.1.3 Apply professional ethical practices in as far as procurement and tendering is concerned.</p>
4.1 Demonstrate a critical awareness of the impact of real estate activities on the social, physical, and economic environment.	<p>4.1.1 Relate real estate activity to environmental, cultural, and socioeconomic issues.</p> <p>4.1.2 Exhibit awareness of the impact of real estate activities on the economy, society, and the geographical landscape of the nation.</p> <p>4.1.3 Perform the PESTLE analysis within the framework real estate marketing.</p>
5.1 Conduct research on real estate related problems.	<p>5.1.1 Identify and define the research problem.</p> <p>5.1.2 Gather relevant data.</p> <p>5.1.3 Analyse the data relevant to the research problem.</p> <p>5.1.4 Design specialized basic and applied research questions, identify, collect, and collate primary and secondary data sources and have a specialised understanding of mixed methods.</p>

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020


	<p>5.1.5 Evaluate and select appropriate methodologies for the research problem.</p> <p>5.1.6 Synthesise potential solutions to the research problem.</p> <p>5.1.6 Evaluate and select the preferred research solution.</p>
6.1 Communicate with property and construction professionals about spatial concepts, financial issues and construction assembly problems and successfully manage and/or participate in team working situations.	<p>6.1.1 Exhibit competence to work effectively as an individual, in teams and multidisciplinary environment.</p> <p>6.1.2 Show competence in communication using both oral presentation and written skills.</p> <p>6.1.3 Demonstrate competence in managing construction related problems within a specialised team.</p>
7.1 Demonstrate critical awareness of the need to act professionally and ethically and to exercise judgement and take responsibility within own limits of competence.	<p>7.1.1 Adhere to the requirements of maintaining continued professional development.</p> <p>7.1.2 Adhere to the codes of practice and other moral obligations.</p> <p>7.1.3 Apply professional ethics in the field of maintenance management and real estate practice.</p>
8.1 Demonstrate knowledge and understanding of the principles and responsibilities imposed by law, and other regulations appropriate to area of practice related to real estate and OHS.	<p>8.1.1 Apply personal safety on site and in the office and demonstrate understanding and application of procedures imposed by law.</p> <p>8.1.2 Apply the principles of occupational health and safety within the real estate environment.</p> <p>8.1.3 Evaluate and assess the impact of specific regulations relevant to the area of work such as Fire safety standards; health and safety of design, construction processes, and building maintenance.</p> <p>8.1.4 Conduct health and safety training requirements as it relates to the employment of staff.</p>

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020


SECTION C		QUALIFICATION STRUCTURE				
COMPONENT	TITLE	Credits Per Relevant NCQF Level				Total (Per Subject/ Course/ Module/ Units)
		Level [5]	Level [6]	Level [7]	Level [8]	
FUNDAMENTAL COMPONENT Subjects/ Courses/ Modules/Units	Mathematics for Social Sciences		24			24
	Economics		24			24
	Law		37			6
	Computing and Information Skills	22				22
	Communication and Study skills	24				24
	Building and materials	12				12
	Introduction to accounting		12			12
	Geomatics and accounting		25			25
	Architecture, Planning and Built Environment		36			36
CORE COMPONENT	Real Estate Economics and Administration		48			48

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020


Subjects/ Courses/ Modules/Units	Valuation Principles and Methods		24			24
	Industrial training		48			48
	Housing Economics and Policies			12		12
	Real Estate Marketing and Agency			12		12
	Property Development and Finance			12		12
	Applied valuation			24		24
	Property, Maintenance, Facilities Management and Occupational Health and Safety			24	24	48
	Property Investment and Appraisal			12		12
	Property Conveyance and Disposition			12		12
	Project Planning and Implementation			12		12
	Research Methodology				12	12
	Research Project				60	60
	Land Management and Administration				24	24
	Computer Applications for Real Estate				12	12

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

	Business Planning, Ethics and Professional Practise				24	24
	Real Estate Entrepreneurship				12	12
ELECTIVE/ OPTIONAL COMPONENT Subjects/ Courses/ Modules/Units	Property Taxation				12	12
	Remote Sensing for Land Management				12	12
	Tribal Land Management				12	12
	Value & Risk Management				12	12
	Total Credits	58	278	120	192	648

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

SUMMARY OF CREDIT DISTRIBUTION FOR EACH COMPONENT PER NCQF LEVEL	
TOTAL CREDITS PER NCQF LEVEL	
NCQF Level	Credit Value
Level 5	58
Level 6	278
Level 7	120
Level 8	192
TOTAL CREDITS	648
Rules of Combination: (Please Indicate combinations for the different constituent components of the qualification)	
<p>This qualification has a combination of 9 fundamental components with 216 credits, 16 core components with 408 credits and electives (2) with 24 credits which are spread over Semesters 1 and 2 for a duration of 5 years. The modules are offered starting from Level 5, 6, 7 & 8 in the five-year (5) period.</p>	

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

ASSESSMENT ARRANGEMENTS

Formative assessment in the form of Continuous Assessment will be 40% and summative assessment being the Final Semester Examination will be 60%.

MODERATION ARRANGEMENTS

Internal and external moderation will be carried out as per assessment and moderation policies of the ETP which are aligned with BQA/National policies. Both assessment and Moderation shall be done by registered and accredited assessors and moderators.

RECOGNITION OF PRIOR LEARNING

RPL will be considered in gaining credits towards the qualification.

CREDIT ACCUMULATION AND TRANSFER

The qualification considers credits that have been accumulated for transfer.


PROGRESSION PATHWAYS (LEARNING AND EMPLOYMENT)

Horizontal Articulation (any related qualifications of similar level that graduates may consider):

- Bachelor of Land Management (Honours)
- Bachelor of Commerce Real Estate (Honours)
- Bachelor of Science Real Estate (Honours)
- Bachelor of Science Property Studies (Honours)
- Bachelor of Science Land Economy (Honours)

Vertical Articulation (qualifications to which the holder may progress to):

- Master's Degree in Real Estate
- Master's Degree in Land Management
- Master's Degree of Real Estate Finance
- Master's Degree of Property Development and Valuation
- Master's Degree of Housing
- Master's Degree in Real Estate Investment
- Master's Degree Property Studies
- Master's Degree of Land Tenure

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

- Master's Degree in Land Administration
- Master's Degree in Property and Construction Studies

Graduates of the Bachelor of Real Estate (Honours) are likely to be employed as:

- Property Valuers
- Property Managers
- Estate Agents
- Facilities Managers
- Property Development Consultants
- Property Investment Analysts
- Property Maintenance Managers
- Housing Officers/Estate Officers
- Research Assistants
- Mortgage Analysts
- Risk Managers
- Portfolio Managers
- Land Managers in Public Sectors

QUALIFICATION AWARD AND CERTIFICATION

The Bachelor of Real Estate Honours is awarded upon successful attainment of 648 credits.

Certification.


A certificate will be awarded upon successful completion of the qualification.

REGIONAL AND INTERNATIONAL COMPARABILITY

Findings of compared universities

The Regional Universities that were consulted through browsing their websites are:

1. Three universities in South Africa (University of Witwatersrand – Bachelor of Science (Honours) Property Studies, 4 Years, 480 credits; NQF level 7); University of Pretoria – Bachelor of Science (Honours) Real Estate, 3 + 1 Year, 381 credits + 128 Credits (509 Credits; NQF level 7) and University of Cape Town – Bachelor of Science (Honours) Property Studies, 3+1 Year, 458 Credits + 144 Credits (602 Credits) NQF level 7.
2. Namibia (Namibia University of Science and Technology – Bachelor of Science (Honours) Property studies) 4 Years, 509 Credits, NQF level 8.

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

3. Malawi (Mzuzu University – Bachelor of Science Land/Estate Management, 4 Years, 266 Credits).
4. Zambia (The Copperbelt University – Bachelor of Science Real Estate; 5 Years.
5. Tanzania (Ardhi University – Bachelor of Science Land Management and Valuation; Bachelor of Real Estate (Finance and Investment); and Bachelor of Property and Facilities Management; 4 Years, 298.5 Credits, 292.5 Credits, 292.5 Credits.
6. Kenya (University of Nairobi – Bachelor of Real Estate, 4 Years, 296 Credits.

It is clear that the names of the degree in the universities that were benchmarked ranged from Bachelor of Science Real Estate, Bachelor of Science Property Studies and Bachelor of Land Management/Valuation. With the exception of South Africa and Namibia which offer Honours degrees, rest of the universities are offering either Bachelor of Science or bachelor's degrees. The duration of the programmes in these regional universities ranged from three to five years. The number of notional credits for these programmes ranged from 266 to 602. The proposed qualification adopted the universally accepted Bachelor of Real Estate Honours with a duration of five years and 648 notional credits. There are no notional credits for the programme at Copperbelt University in Zambia.

Links African Universities


- 1.1 University of Witwatersrand <https://www.wits.ac.za/media/wits-university/faculties-and-schools/-engineering-and-the-built-environment/construction-economics-and-management/documents/Real%20Estate%20at%20Wits%20Undergrad%20Prospectus%202021.pdf>
- 1.2 University of Pretoria <https://www.up.ac.za/yearbooks/2021/programmes/view/12242019>
- 1.3 University of Cape Town http://www.cons.uct.ac.za/cons/undergrad/property_honours
- 1.4 Namibia University of Science and Technology <https://www.nust.na/?q=programme/fnrs/bachelor-property-studies-honours>
- 1.5 Mzuzu University <http://www.rocapply.com/>
- 1.6 The Copperbelt University <https://www.cbu.ac.zm/sbe/bachelor-of-science-in-real-estate-studies/>
- 1.7 Ardhi University <https://aru.ac.tz/pages/department-of-land-management-and-valuation>
- 1.8 University of Nairobi <https://built-environment.uonbi.ac.ke/admission-content-type/bachelor-real-estate>

The International Universities that were consulted through browsing their websites are:

1. Three universities in the United Kingdom were consulted– Oxford Brookes University - Bachelor of Science (Honours) Real Estate Management, 3 Years, 360 credits); University of Reading – Bachelor of Science Real Estate, 3 Year, No credits; University of Cambridge – Bachelor of Science Land Economics, 3 Year, No credits.
2. Two universities from Sweden – The University of Gavle – Bachelor of Land Management 3 Years, 180 Credits and The Royal Institute of Technology-KTH – Bachelor of Science in Property Development and Agency, 3 years, 180 credits.

Links European Universities

1. Oxford Brookes University - Bachelor of Science (Honours) Real Estate Management, 3 Years, 360 credits) <https://www.brookes.ac.uk/about/directorates/asa/registry/apqo/programmes/em.pdf>

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

2. University of Reading – Bachelor of Science Real Estate, 3 Year, No credits; <https://www.reading.ac.uk/ready-to-study/study/subject-area/real-estate-and-planning-ug/bsc-real-estate>
3. University of Cambridge – Bachelor of Science Land Economics, 3 Year, No credits; <https://www.undergraduate.study.cam.ac.uk/courses/land-economy>
4. The University of Gävle – Bachelor of Land Management 3 Years, 180 Credits <https://www.hig.se/Ext/En/University-of-Gavle/Education/Programmes/Programmsidor/Grundniva/Study-Programme-in-Land-Management-Surveying-180-cr/Study-Programme-in-Land-Management/Courses-within-the-programme.html>
5. The Royal Institute of Technology-KTH – Bachelor of Science in Property Development and Agency, 3 years, 180 credits; <https://www.kth.se/student/kurser/program/TFAFK/20172/arskurs1?l=en>

The names and duration of the programmes offered are common in the international universities. The credits ranged from 180 to 360 whilst some universities did not indicate the credits. These programmes are comparable to the Bachelor of Real Estate honours; however, the difference is the A-level entry requirements for the international universities which results into a three (3) year programme and a four/five-year programme in developing countries. Based on the above, it is clear that the proposed Bachelor of Real Estate Honours compares well both regionally and internationally


Analysis of the similarities

- The names and duration of the programmes offered are similar.
- The Core courses are almost similar.
- Both programmes accept applicants with prior learning.
- Both have a research dissertation component and industrial training.
- Employability pathways are more or less the same.
- Domains are more or less the same but articulated differently.
- Assessment is practically oriented, and outcome based.

Analysis of the differences

- Total number of credits differs from one institution to the other.
- The industrial training is only 7 weeks for NUST and 8 in the proposed qualification.
- NUST have a mature entry level for their programme.
- Hosting faculties/departments differ.

It is clear that the names of the degree in the universities that were benchmarked ranged from Bachelor of Science Real Estate Honours, Bachelor of Science Property Studies Honours and Bachelor of Land Management/Valuation. With the exception of South Africa and Namibia which offer Honours degrees, rest of the universities are offering either Bachelor of Science or bachelor's degrees. The duration of the programmes in these regional universities ranged from three to five years. The number of notional credits for these

	BQA NCQF QUALIFICATION TEMPLATE	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

programmes ranged from 266 to 602. In the proposed qualification, we have adopted the universally accepted Bachelor of Real Estate Honours with a duration of five (5) years and 648 notional credits.

The names and duration of the programmes offered are common in the international universities. The credits ranged from 180 to 360 whilst some universities did not indicate the credits. These programmes are comparable to the proposed Bachelor of Real Estate Honours; however, the difference is the A-level entry requirements for the international universities which results into a three (3) year programme. Based on the above, it is clear that the Bachelor of Real Estate Honours that is proposed compares well both regionally and internationally.

Find herewith attached the Comparability Matrix showing the details of the qualifications that were compared on the NCQF Framework in different regions.

REVIEW PERIOD

The programme is subject to review after a period of five (5) years.