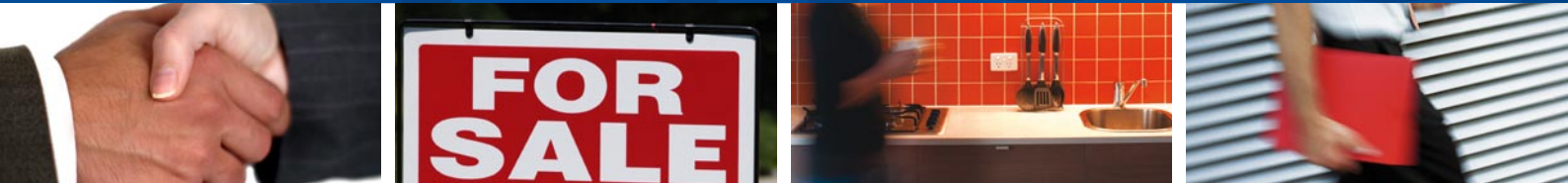




careers

Experience. The Difference.



A Property degree is your key to opening many doors around the world.

UniSA's Bachelor of Business (Property) graduates are ready for a career in the fast paced and progressive property industry – dealing with the evaluation, management, transfer, development and administration of what is arguably one of the most valuable assets of our time – land.

Property is a dynamic, growing and global industry. Increasing professionalism and growth in this area means that continuing employment options for graduates exist in an enormous range of areas – nationally and internationally.

Combined with your core skills and knowledge in business and management, your degree will take you to places where there is a demand for specialists in valuation; residential and commercial real estate management, sales and leasing; property investment and development analysis and property research, consultancy and property marketing. Your specialist skills will provide you with opportunities for entry into public and private sector organisations that deal directly with property development, management or valuation and your core skills provide the basis for positions that involve business and/or management ability.

Property graduates can enjoy the freedom of seeking work across a wide range of industries.

Which occupations?

Starting in a graduate entry position, this degree gives you the opportunity to progress towards roles in management, offering you an upward career path that can be both challenging and rewarding.

A degree in Property provides wide career choices extending to a wide range of areas and roles. Graduates may also take up or work towards positions such as Building Managers; Property Portfolio Officers; Real Estate Agency Managers, Salesperson or Sub-agents;

Employment snapshot

Real Estate Agents and Property Managers

Job prospects:	GOOD
Employment predictions to 2011–12:	MODERATE
Occupation size:	LARGE (69 700)
Ave weekly wage:	\$900
% in FT work:	85%
Vacancy levels:	AVERAGE
Vacancy reasons:	63% Job change 31% Leaving occupation 6% New jobs

Valuers and Land Economists

Job prospects:	GOOD
Employment predictions to 2011–12:	STRONG
Occupation size:	MEDIUM (13 200)
Ave weekly wage:	\$1000
% in FT work:	85%
Vacancy levels:	AVERAGE
Vacancy reasons:	79% Job change 11% Leaving occupation 10% New jobs

Real Estate Agents; Property Managers; Valuers; Auctioneers or property professionals. As the program provides the knowledge and analytical skills that are generally useful in business, graduates may also find opportunities in non-property business environments.

Which industries?

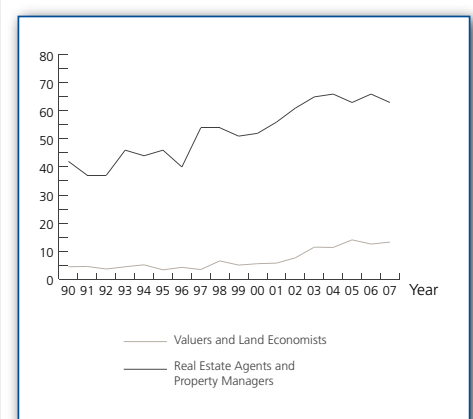
Increased growth in the property industry around the world means that continuing employment options for graduates exist in a range of areas.

In Australia, nearly 93% of graduates who work as real estate agents and property managers will be employed in the Property and Business Services sector, 2.2% in Construction and 1.4% in Government Administration and Defence.

For Valuers and Land Economists in Australia, nearly 70% will find employment in Property and Business Services, 11.3% in Government

Administration and Defence, 9.4% in Construction and nearly 4% in the Electricity, Gas and Water Supply industries.

The employment level ('000s of people) for Real Estate Agents and Property Managers and Valuers and Land Economists:



Professional Recognition

This program is accredited by Australian Property Institute, Singapore Institute of Valuers and the Malaysian Institute of Valuers. Graduates can go on to become members of these professional bodies as well as the Real Estate Institute of Australia.

Graduate Qualities and Employers

Employers look for graduates who have not only strong academic records and relevant qualifications, but also the personal skills and qualities needed to do the job well. As you will know, UniSA programs are designed to develop a range of Graduate Qualities that are highly valued in the workplace.

With the Graduate Qualities you'll be able to approach employers knowing that you stand out from graduates of other institutions.

As a graduate of the Property program, the combination of your core business and management skills and your specialist property skills and knowledge will help you present yourself as the best candidate for the job. You'll be aware that it's not enough simply to possess the graduate qualities, you'll also need to be able to explain how you've developed them and how they can help you in your work. You may be able to use examples from previous work or life experience, but you can also refer to your program. So, for example, you might want to tell potential employers that you:

Have an ability to operate with a body of knowledge

You should emphasise that your program offered the most recent discipline knowledge designed to develop a broad foundation knowledge in a range of areas that gave you a solid foundation in business essentials and provided the critical knowledge, skills and experience required for specialist studies in property. Your learning also extended to an understanding of geographic, economic, legal, business and management principles and skills in economic, statistical, financial and operational analysis.

You may want to be specific about the courses and topics that you studied by providing examples.

Are prepared for lifelong learning

Tell employers that your degree provided you with a broad theoretical and practical base in property – providing a foundation that can be built on in the years to come. Let them know that your program also included elective courses that helped to strengthen your general knowledge and skills and broaden your outlook and appreciation for further study and lifelong learning. Provide examples of some of these courses and discuss any plans you may have for further study. Let employers know that you understand the strategies, avenues and information required to help keep your professional skills and knowledge up to date.

Are an effective problem solver

Inform employers that the range of areas you covered involved study that challenged and honed your decision making skills and included subjects such as: quantitative methods for decision making in accounting; the economic decisions faced by individuals, firms and governments and the alternative mechanisms for solving them and analysing financial statements and using them for decision making. Let them know that you can apply the principles of decision-making in a work environment. If you were faced with particular challenges regarding decisions that you had to make in any practical or theoretical component of your course, tell employers about this too.

Can work autonomously and collaboratively

Make employers aware that effective management skills in working alone and in a team environment are emphasised throughout your studies and that these skills were developed and honed as your studies progressed through specific subjects such as people at work, roles and organisational culture and control. Through a series of lectures and tutorials, you were able to develop the discipline and skills needed to work and study alone and complemented these skills with practice in debating,

discussing and tackling issues within a group environment through tutorials.

Are committed to ethical action and social responsibility

Underpinning all UniSA programs is a commitment to ethical practice. As a graduate of the Property program, there were many opportunities for you to nurture your personal commitment to ethical action through the study of professional practice standards, key concepts of marketing as a business philosophy in the context of strategic and ethical trade and exchange.

Communicate effectively

Indicate that one of the fundamental skills you developed in the Property program was the ability to think logically and to communicate clearly and effectively. This was further enhanced through topics that developed different aspects of your communication skills such as communication concepts and theories; intercultural and non-verbal communication; organisational communication; presentation and public speaking; principles of business writing and business correspondence; employment communication; emerging communication trends and computer-mediated communication. Where relevant, provide examples of when and how your communication skills were put to use.

Demonstrate an international perspective

Explain that your degree emphasised the need to maintain an international perspective and that this was fostered through topics such as: the international business environment; production in Australia and in an international context and Australia's changing role in the global market and in international trade – just to name a few. You might also want to tell employers about the many international students studying at UniSA campuses in Australia, who provided the opportunity for you to share knowledge and perspectives with a range of cultures.

Note: Statistical data and occupational classifications used in this brochure have been sourced from Department of Employment and Workplace Relations.

Further information

For more information about the programs, including fees, visit:
www.unisanet.unisa.edu.au/programs

Australian applicants

School of Commerce
City West Campus
Undergraduate Student Administrator
Telephone: (08) 8302 9047
Email: cmr.enquiries@unisa.edu.au
Website: www.unisa.edu.au/commerce

International applicants

International Prospective Students Office
GPO Box 2471
Adelaide SA 5001
Telephone: (613) 9627 4854
Facsimile: (613) 9627 4864
Email: international.office@unisa.edu.au
Website: www.unisa.edu.au/internat

The University of South Australia reserves the right to alter, amend or delete any program, fee, course, admission requirement, mode of delivery or other arrangement without prior notice.

Information correct at time of printing (November 2007)
CRICOS provider number 00121B



University of
South Australia

Division of
Business