



UTHM
Universiti Tun Hussein Onn Malaysia

UNIVERSITI TUN HUSSEIN ONN MALAYSIA

**FINAL EXAMINATION
SEMESTER II
SESSION 2023/2024**

- COURSE NAME : PROFESSIONAL PRACTICE
- COURSE CODE : BPE 35502
- PROGRAMME CODE : BPD
- EXAMINATION DATE : JULY 2024
- DURATION : 2 HOURS
- INSTRUCTION :
1. ANSWER ALL QUESTIONS
 2. THIS FINAL EXAMINATION IS CONDUCTED VIA
 - Open book
 - Closed book
 3. STUDENTS ARE **PROHIBITED** TO CONSULT THEIR OWN MATERIAL OR ANY EXTERNAL RESOURCES DURING THE EXAMINATION CONDUCTED VIA CLOSED BOOK

THIS QUESTION PAPER CONSISTS OF **THREE (3)** PAGES

TERBUKA

Q1 Code of Conduct Registered Valuers, Appraisers, Estate Agents and Property Managers, under The Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP) was created to ensure that the public who receive real estate professional services are protected and get the best professional services.

Justify the following situation and state your reasons according to the Code of Conduct outlined by the Board of Valuers, Appraisers, Estate Agents, and Property Managers.

- (a) As a registered estate agent, you have been appointed to manage the sale of a property, lot number 881, Mukim of Apam, District of Pasir Mas with an area of 20 acres to obtain interested buyers. For the same purpose, you are also appointed to do the valuation report for the same property.
- (b) En. Mazlan who is a Real Estate Negotiator (REN) has been appointed to manage the purchase of a residential building worth RM600,000 in Taman Iriz, Sri Gading, District of Batu Pahat. He has received a fee of RM12,000 from the buyer and also RM10,000 from the seller.
- (c) En. Karim, a registered estate agent acts as a party acting as an agent appointed on behalf of the buyer and his friend En. Aman from the same company acts on behalf of the owner of the property.
- (d) Ziyad & Co, a property consultancy company, intend to open its branch in Malacca. He has appointed a graduate from the Bachelor of Real Estate Management from UTHM as the Head of the branch.

(20 marks)

Q2 To become a professional registered valuers in the real estate profession, BOVAEP has outlined several areas of scope of work related to real estate that can be selected for a candidate to gain work experience before being accepted for the Test of Professional Competence (TPC).

Explain the scope of work to be done for gaining experience for TPC for the following areas.

- (a) Valuation of landed properties, including plant and machinery where applicable in relation to capital and rental value.
- (b) Property management
- (c) Real estate agency- sales, lettings, and purchase
- (d) Compulsory land acquisition and compensation

(20 marks)

Handwritten notes and scribbles, including the number '2'.

TERBUKA

Q3 Professional obligations towards third parties are based on the principles of transparency, honesty, and justice.

- (a) Describe the meaning of the third party in the context of the relationship between professionals and clients. (5 marks)
- (b) Discuss the following principles by presenting a suitable example.
- (i) Transparency
 - (ii) Honesty
 - (iii) Justice
- (15 marks)

Q4 Discuss the following professional rights and responsibilities with suitable examples.

- (a) The professional as an expert witness in the court.
- (b) The professional right to speak and involve in association.
- (c) The professional right to act independently and not be influenced by any party.
- (d) The professional should not create a conflict of interest with the services carried out. (20 marks)

Q5 (a) You have been asked to give advice to a group of school students on how to become a professional in the real estate profession.

Demonstrate by presenting step by step how to become a registered valuer with the BOVAEP. Your demonstration is suggested using an infographic so that your explanation is easier to understand.

(10 marks)

(c) You have been appointed to lead a real estate agency company at Johor Bahru.

Proposed a planning plan by submitting **FIVE (5)** marketing strategies to ensure your company is competitive and able to market the sale of residential properties as much as possible.

(10 marks)

-END OF QUESTIONS -