



**UNIVERSITI TUN HUSSEIN ONN  
MALAYSIA**

**FINAL EXAMINATION  
SEMESTER II  
SESSION 2009/2010**

SUBJECT NAME : PROFESSIONAL PRACTICE  
SUBJECT CODE : BPE 3422  
COURSE : 3 BPD  
EXAMINATION DATE : APRIL / MAY 2010  
DURATION : 2 HOURS  
INSTRUCTION : ANSWER ALL QUESTIONS

THIS QUESTION PAPER CONSISTS OF 2 PAGES

- Q1 Explain why business transaction involving land and property is getting more important from time to time. (10 marks)
- Q2 Explain the role of professionals in real estate profession in Malaysia perspective. (10 marks)
- Q3 As a professional in Real Estate, you must be qualified academically and professionally. There are seven criteria for you to be qualified as a real estate professional.  
Briefly explain **SEVEN (7)** criteria to be a good real estate professional. (14 marks)
- Q4 Define professional ethics. (6 marks)
- Q5 Define professionalism. (6 marks)
- Q6 Professional ethics guides a professional to be just and accountable. Describe **THREE (3)** important issues in professional ethics. (12 marks)
- Q7 Give **TWO (2)** examples of conflict of interests that might affect your professional practice. (10 marks)
- Q8 Explain your responsibilities as a real estate professional. (10 marks)
- Q9 Explain the importance of being involved in social activities at workplace and in the communities as a professional. (12 marks)
- Q10 Explain “obligation to the third party”. (10 marks)

**END OF QUESTION PAPER**