



Lebanese French University

Ministry of Higher Education and
Scientific Research
Kurdistan Region – Iraq



A COURSE MODULE DESCRIPTOR FORM

(Course Book)

Module Information			
Course Module Title	Real Estate Management		
ناونيشانى مۆديۆول	بەر ئۆه بر دنى خانووبهره		
عنوان الوحدة	إدارة العقارات		
Course Module Type	Core	Module Code	4BA40
ECTS Credits	6	Module Level	5th
Semester of Delivery	5	Dept. Code	BA
College (Code)	College of Administration and Economics		
Module Website (CMW)	https://ums.lfu.edu.krd/#		
Module Leader (ML)	M.Sc. Ronyaz Hayyas Mahmood		
e-mail	Ronyaz.hayyas@lfu.edu.krd		
ML Acad. Title	Assistant Lecturer	ML Qualification	M.Sc.
ML ORCID	https://orcid.org/my-orcid?orcid=0000-0003-2657-5366		
ML Google Scholar Acc.	https://scholar.google.com/citations?user=Jpcoek4AAAAJ&hl=en#		



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Course Module Tutor	M.Sc. Ronyaz Hayyas		
Module Tutor email	Ronyaz.hayyas@lfu.edu.krd		
Date Approved	5/9/2025	Version Number	1.0

Relation with Other Modules

Pre-requisites	N/A
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Module Aims, Learning Outcomes and Indicative Contents

Module Introductory Description	<p>This module provides students with a comprehensive introduction to Real Estate Management, exploring both theoretical concepts and practical applications in the field. The course covers the fundamental principles, objectives, and importance of managing real estate effectively, while also addressing ethical, legal, and professional responsibilities. Students will examine the different types of real estate management, key dimensions of the profession, and the processes involved in securing instructions from clients. The module also introduces real estate management systems and software, including their features and applications in modern business.</p> <p>Practical aspects of the course include lettings, lease negotiations, and lease renewals, alongside understanding the rights and responsibilities of clients and managers. Students will also explore ethical principles, safety, and security in real estate management, as well as business management practices, such as advertising, handling complaints, managing client funds, debt recovery, insurance, and continuous professional development. By the end of this module, students are expected to develop the knowledge, skills, and professional awareness required to manage real estate effectively, ethically, and efficiently, preparing them for careers in both public and private sector real estate management.</p>
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<p>Module Aims</p>	<p>This module aims to provide students with a solid foundation in the principles, practices, and professional requirements of real estate management. By the end of the module, students should be able to:</p> <ol style="list-style-type: none"> 1. Understand the core concepts of real estate management, including its objectives, importance, and fundamental dimensions. 2. Recognize the processes involved in securing client instructions, sharing information, and instructing sub-agents. 3. Develop practical skills in lettings, lease negotiations, lease renewals, and managing real estate operations effectively. 4. Apply ethical principles and ensure safety and security in real estate management practices. 5. Gain awareness of business management practices, including advertising, handling complaints, managing client funds, debt recovery, insurance, and professional development. 6. Use real estate management systems and software efficiently to support professional practice.
<p>Module Learning Outcomes</p>	<p>By the end of this module, students should be able to:</p> <ol style="list-style-type: none"> 1. Explain the fundamental concepts of real estate management, including its objectives, importance, and key dimensions. 2. Identify and apply procedures for securing client instructions, sharing information, commissioning sub-agents, and offering services to other parties. 3. Demonstrate practical skills in lettings, lease negotiations, and lease renewals, understanding the rights and responsibilities of all parties involved. 4. Apply ethical principles and professional standards in real estate management, ensuring safety, security, and compliance with regulations. 5. Evaluate and use real estate management systems and software to enhance operational efficiency. 6. Manage business aspects of real estate, including advertising, handling complaints, managing client funds, debt recovery, and insurance, while maintaining continuous professional development.
<p style="text-align: center;">Learning and Teaching Strategies</p>	
<p>Strategies</p>	<p>The curriculum will be imparted to the students through the use of contemporary technology, case studies, written materials, flipped classrooms, films, and case analyses. The assignment will be completed using a pedagogical approach that places the needs and interests of the pupils as the top priority. The methods to be utilized to prioritize student learning outcomes.</p>



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Module Delivery	
Structured workload (h/w)	3 hours / Week
Unstructured workload (h/w)	10.8
Total workload (h/w)	3 hours / Week

Module Assessment				
	Time/Number	Weight (Marks)	Week Due	Relevant Outcome
Class Participation	1	10%	Weekly	Class and activity participation rate, as well as the capacity to effectively communicate and interact with others.
Case-study	1	5%	5 th -12 th	Students develop the ability to critically analyze complex situations, identify problems, and evaluate alternative solutions.
Presentation / Seminar	1	10%	3 th -11 th	Developing an awareness of how to utilize values to better their own professionalism, as well as increasing their skills in conducting comprehensive research, identifying reliable sources, and incorporating findings into their presentations.
Quiz	1	10%	6 th	Reinforce and consolidate knowledge by providing regular opportunities for students to recall and apply what they have learned.
Tutorial	1	10%	Weekly	explore subjects in greater depth, fostering a more thorough understanding of the material.
Midterm Exam	1	15%	8 th -11 th	
Final Exam	1	40%	15 th	
Total		100%		



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Learning and Teaching Resources

	Text	Available in the Library?
Required Texts		Available Online
Recommended Texts		Available Online
Websites		



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Delivery Plan (Syllabus)	
Week	Material Covered
Week 1	Chapter One:- Introduction to Real Estate Management Concept of Real Estate Management, Objectives of Real Estate Management, and Importance of Real Estate Management.
Week 2	Types of OF Real Estate Management, Fundamental Dimensions of Real Estate Management
Week 3	Chapter Two:- Securing instructions of Real Estate Management. Key Professional Principles When Securing Instructions, Types of Client, Before Taking Instructions, Sharing Information with Your Potential Client
Week 4	Sharing Information with Your Potential Client, Commissioning others, Offering services to other parties, Instructing a sub-agent
Week 5	Chapter Three:- Real Estate Management System Real Estate Management System, Key Features of Real Estate Management Software, How to Pick the Perfect Real Estate Management Software for Your Business?
Week 6	ONLINE REAL ESTATE MANAGEMENT SYSTEM, Admin Module, Customer Module
Week 7	Chapter Four:- Lettings and Managing Real Estate New Lettings, Steps for Negotiating with New Tenants, Reasons for Renewing Leases, Importance of Lease Renewal.
Week 8	Midterm,
Week 9	Procedures for Negotiating Lease Renewals, Rights and Responsibilities During Lease Renewal, Managing Real Estate
Week 10	Chapter Five:- Ethics, Safety, and Security of Real Estate Management Ethics, Why Ethics Matter in Real Estate Management, Professional Duties of a Real Estate Manager, Core Ethical Principles in Real Estate Management
Week 11	Ethical Challenges in Practice: Real-World Dilemmas, Safety and Security in Real Estate Management,



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Week 12	Chapter Six:- Business Management in Real Estate Key Professional Requirements, Advertising and Marketing, Handling Complaints
Week 13	Handling Clients' Money, Debt Recovery,
Week 14	Insurance, Training and Keeping Up to Date
Week 15	Final Exam

Course Keywords

Inventory Management, Health Inventory Management, warehouse Management, Supplier.

APPENDIX: (Help and Information)

Percentage to Grade Chart

Marks	Level	ئاست
90 – 100	Excellent	ناياب
80 - < 90	Very Good	زۆر باش
70 - < 80	Good	باش
60 - < 70	Medium	ناوهند
50 - < 60	Pass	پهسهند
0 - < 50	Fail	كهوتوو