



CIPS

Certified International Property Specialist

CIPS COURSE OUTLINE

ASIA/PACIFIC & INTERNATIONAL REAL ESTATE

Overview

The **Asia/Pacific & International Real Estate** CIPS course is a one-day course that counts as one of three elective courses required to earn the Certified International Property Specialist (CIPS) designation. By taking this course, real estate professionals are introduced to the basic skills and knowledge necessary to facilitate international transactions with Asian clients. This course is designed to benefit both experienced real estate professionals as well as those just getting started.

Learning Objectives

- Discuss the social, economic, political, and geographical characteristics of major countries in the Asian/Pacific region.
- Identify important characteristics of the real estate market in certain Asian/Pacific markets, including influential laws and real estate and brokerage practices.
- Evaluate opportunities in certain Asian markets by analyzing significant investment patterns, investor profiles and real estate activity.
- Discuss techniques to promote properties, markets, and professional services.

Exam

At the end of the course, participants will be given a 30 question open-book (unless closed book is required for continuing education credit) multiple-choice exam to test and reinforce achievement of the course's learning objectives. Students must answer a minimum of 24 out of 30 questions (80%) correct to pass the final exam.

CIPS Designation Application

For more information on the CIPS Designation application, please go to www.nar.realtor/global/cips.

