



**O N L I N E**

**L E A R N I N G**

# **KEY SKILLS TO WORK IN THE REAL ESTATE INDUSTRY**

## **SGHH 1023**

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# Introduction

- **Goal directed**
- **Ability to carry out a task given amount of time and or energy**
- **Expertise**
- **Two types: hard skills and soft skills**



# Hard skills vs soft skills

$\int x = \frac{1}{2} x^2 - c$   
 $\left(\frac{a}{b}\right)^m = \frac{a^m}{b^m}$   
 $F = \frac{ma}{\sqrt{1-u^2/c^2}} + \frac{m \cdot (u/c)^2}{(-u^2/c^2)^2}$   
 $\lim_{\Delta y \rightarrow 0} \frac{f(x_0 + \Delta y) - f(x_0)}{\Delta y} = f'(x_0)$   
 $AB = \sqrt{a^2 + b^2}$   
 $f(x) = a(x-x_1)(x-x_2)$   
 $h = \sqrt{a \cdot b}$   
 $\cos d + \cos \beta = 2 \cos \frac{d+\beta}{2} \cos \frac{d-\beta}{2}$   
 $\sin \alpha + \sin \beta = 2 \sin \frac{\alpha+\beta}{2} \cos \frac{\alpha-\beta}{2}$   
 $\int_0^{\infty} \frac{\text{erf}(\sqrt{x})}{e^x} dx = \frac{\sqrt{2}}{2}$   
 $Q = mc \Delta T$   
 $\sqrt{a^2 + b^2} = \sqrt{a^2 + b^2}$

**Typing**  
**Reading**  
**Writing**  
**Accounting**  
**Language**  
**Software**  
**Machinery**  
**Math**

**Calm**  
**Responsible**  
**Leadership**  
**Negotiation**  
**Communication**  
**Manners**  
**Etiquettes**  
**Teamwork**



# Hard skills or soft skills or both?

Hard Skills

Soft Skills

Typing

Calm

Reading

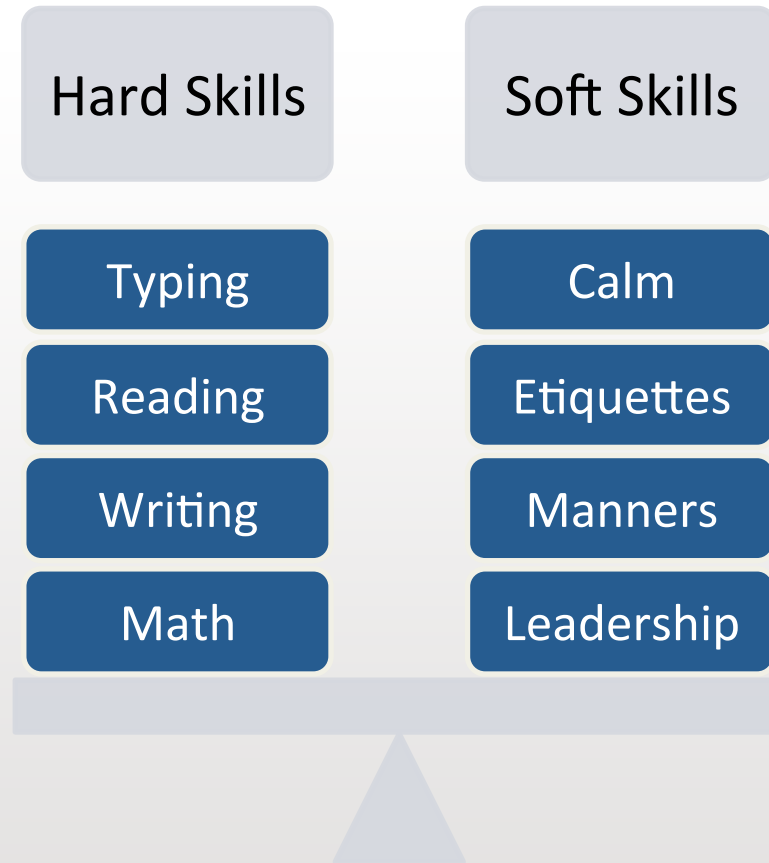
Etiquettes

Writing

Manners

Math

Leadership





# Property valuer skills

**Communication**

**Finance**

**Writing**

**Math**

**Computer**





# Property manager skills

Communication

Administration

Finance

Multitask

Accounting

Organising





# Estate agent skills

## Communication





# Conclusion

- Skills are the ability to carry out a task to achieve a goal within a given amount of time, energy, or both
- A skill set is a combination of hard skills and soft skills
- Hard skills involve technical skills while soft skills involve interpersonal skills
- Hard skills and soft skills are both important in the real estate profession