LEARNING OUTCOMES

1) in the area of knowledge, the student:

a. Is familiar with systemic descriptions of complex processes, structures and institutions in the fields of land management, real estate appraisal and management

b. Has rudimentary knowledge of environmental management and environmental protection, including assessments of selected components of the natural environment, identification of key environmental risks, and environmental monitoring

c. Has extensive knowledge of land management and regional policies in the European Union members states

d. Is familiar with the form, contents of and procedures for developing zoning plans and other planning documents

e. Has rudimentary knowledge of regional policy and urban development planning, including analysis of spatial and environmental conditions, goals and available instruments

f. Has knowledge of spatial management in the private and public sectors for real estate appraisal and management purposes

g. Has extensive knowledge of spatial, environmental and financial impacts of planning solutions in land and spatial management

h. Has fundamental knowledge of space use taxes and fees, including environmental fees and property taxes

i. Has fundamental knowledge of infrastructure planning, including environmental impacts of technical infrastructure at the supra-local and local (municipal) level

j. Has knowledge of real estate resource management, including property management, housing and cooperative law

k. Has fundamental knowledge of civil engineering, including building and construction technologies, construction safety, technical surveys, renovations, overhauls and repairs

l. Has rudimentary knowledge of agricultural land, forest and water management, including farmland and woodland management, tree-covered and shrub-covered area management

m. Has extensive knowledge of real estate appraising, including approaches to, methods and techniques of real estate appraisal in Poland, and basic knowledge of construction cost estimation

n. Is familiar with internal and external sources of information about real estates, and uses them for real estate appraisal and management

o. Is familiar with selected methods, tools and data acquisition techniques for describing and systemic modeling of social structures in land management and real estate management
p. Has knowledge of organization management, including teamwork management and legal and organizational bases of real estate appraisal and management
q. Has extensive knowledge of social structures and institutions participating in spatial planning processes in the European Union member states
r. Has knowledge of territorial marketing, including marketing techniques and strategies for stimulating local development, and promoting cities and regions
s. Has knowledge of environmental protection and management in municipalities and enterprises, including fundamentals of environmental economics, environmental management system and techniques
t. Has fundamental knowledge of enterprise appraisal for real estate appraisal purposes, including value types, and the goals, principles and methods of enterprise value estimation
u. Has extensive knowledge of real estate economics, including the principles and methods of real estate market analysis for real estate appraisal and management purposes
v. Has rudimentary knowledge of property consulting, including fundamentals of marketing and psychology, the art of argument and business etiquette
w. Has knowledge of civil law, property law and administrative law, fundamentals of family law and law of succession required for real estate appraisal and management
x. Has rudimentary knowledge of the principles and procedures of residential and commercial property management, and real estate resource management
y. Has rudimentary knowledge of the principles and methods of operational and strategic planning in real estate management, including cost management, accounting, reporting and control
z. Has knowledge of real estate brokerage, including the rights and obligations of real estate brokers, the relevant procedures, fundamentals of marketing and business communication on the real estate market
aa. Has knowledge of real estate investing, including fundamentals of economics, financial mathematics, finance and banking, and economic efficiency of investment projects
bb. Has rudimentary knowledge of privacy law, intellectual property rights, public procurement law, business etiquette, ergonomics and occupational health and safety regulations

2) in the area of skills, the student:

a. Uses basic tools, research and IT methods for describing phenomena and processes in the fields of land management and real estate management
b. Develops environmental protection programs, including land reclamation projects, and performs cost-benefit analyses of planned actions
c. Is familiar with basic legislative techniques used in spatial planning, and prepares documentation for real estate investment projects

d. Uses complex instruments for regional analyses to implement optimal regional policies based on the results of regional analyses

e. Models spatial phenomena and processes relevant to spatial units of different size and complexity

f. Formulates and solves spatial management tasks, determines the functions and market value of open space, and predicts its future changes

g. Performs environmental evaluations, identifies key environmental risks and environmental constraints in spatial planning

h. Develops environmental impact assessments and financial risk assessments for spatial management plans

i. Evaluates the spatial effects of constructing and operating technical infrastructure networks, and estimates damages for real estate owners

j. Develops property resource management plans and programs, including municipal land use and property resource management plans, and housing cooperative business plans

k. Calculates the area and cubic capacity of buildings, evaluates the maintenance condition and renovation requirements of buildings and premises, and develops repair and modernization plans

l. Develops residential, commercial and institutional property management plans

m. Evaluates agricultural, forest and water resources in the light of legal provisions and the existing information sources for the needs of land management, real estate appraisal and management

n. Has the skills required for appraising the value of real estates and estimating construction costs for real estate appraisal and management purposes

o. Uses effective tools and instruments for environmental protection in spatial planning, spatial management and real estate management

p. Observes the principles of organization and management applicable to land management and real estate management, follows legal regulations and professional standards

q. Understands and properly interprets documents on spatial planning

r. Applies basic marketing strategies in territorial units at the local level, including place marketing, image building techniques, developing and assessing city marketing projects

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s. Identifies and defines the structure, directions and spatial aspects of urban development in a regional context

t. Has the skills required for modeling complex social phenomena and processes in space to bring practical approaches to land management

u. Uses operational research, including optimization techniques, decision theory, and decision making under uncertainty and risk, for solving spatial management tasks

v. Calculates space use taxes and fees, including property taxes, and correctly identifies the determinants of property tax burden

w. Analyzes, evaluates and correctly forecasts phenomena and processes on the real estate market using selected quantitative and qualitative methods in the fields of statistics, econometrics and financial mathematics

x. Provides property consulting services including analysis of the economic and financial aspects of real estate decisions, and optimization of investment decisions and actions

y. Understands and properly interprets legislative acts and uses that knowledge to solve problems associated with real estate appraisal and management

z. Analyzes and estimates enterprise value for the needs of property appraisal based on the cost approach, income capitalization approach, mixed approach and sales comparison approach

aa. Based on marketing research results, performs property market segmentation, prepares marketing plans and develops real estate selling strategies

bb. Critically analyzes and evaluates real estate investment projects in terms of economic efficiency, risk assessment and sensitivity analysis

3) in the area of social competence, the student:

a. Recognizes the need for lifelong learning, inspires and organizes learning solutions for others;

b. Has teamwork skills and is able to perform planning studies and develop planning documents in a team effort, and is an active member of real estate appraisal and management teams

c. Recognizes the complex and interdisciplinary nature of land management, and understands the non-technical aspects and implications of engineering activities, including their economic, environmental and social impacts

d. Properly chooses priorities for spatial management tasks and projects
e. Has self-study skills, continuously improves his/her skills and knowledge in the area of land management, accounting for its interdisciplinary dimension; recognizes the importance of practical training and staying current on changes in the relevant laws and regulations.

f. Identifies and resolves spatial conflicts and problems relevant to his/her professional activity as a real estate appraiser or manager.

g. Can think and act in a creative and entrepreneurial manner while solving tasks in the fields of land management, real estate appraisal and management.

h. Has working knowledge of a foreign language, including specialist language in the field of land management, and is familiar with foreign sources of information.