



## 1. Title of the certificate (LT)<sup>1</sup>

Profesinio mokymo diplomas. Nekilnojamojo turto agento mokymo programa (valstybinis kodas 440041605)

<sup>1</sup>in original language

## 2. Translated title of the certificate (EN)<sup>1</sup>

Qualified worker's Diploma. Real estate agent training program (state code 440041605)

<sup>1</sup>If applicable. This translation has no legal status.

## 3. Profile of skills and competences

Having successfully completed the real estate agent training programme, a person acquires a qualification of a real estate agent and the following competences:

- Knows about a real estate market.
- Helps owners to comprehend a situation in a current market and sets acceptable primary price for bargaining.
- properly bargains with clients.
- collects information about accommodations for sale and rent and finds a buyer.
- advertises a real estate for sale or rent.
- prepares a list of potential buyers and indicates their required types of goods, location and price.
- accompanies a client when surveying a place and property.
- prepares and collects various information about legal belonging of buildings, a piece of land surrounding them, history and perspectives of formation of a piece of land.
- establishes own sole proprietorship.

## 4. Range of occupations accessible to the holder of the certificate<sup>1</sup>

A real estate agent works clients of various age groups and having various needs. A real estate agent mediates in purchasing, selling or renting residential or commercial premises and land. Real estate agents closely cooperate with notary bureaus, city architects and employees of land management divisions. Real estate agents collect information about accommodations for sale or rent, find a buyer for them and assist in filing legal documents. They help a client to calculate the total price of a purchase that includes taxes, initial and subsequent payments (mortgage, percent and official taxes).

Good communication skills and initiative determine a success in work.

Fast orientation, neat look and perfect behaviour are also important.

<sup>1</sup> If applicable

### (\*) Explanatory note

This document is designed to provide additional information about the specified certificate and does not have any legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates, and Recommendation 2001/613/EC of the European Parliament and of the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

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## 5. Official basis of the certificate

<b>Name and status of the body awarding the certificate</b> Legal entity with licence to provide formal vocational training programmes	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Ministry of Education and Science of The Republic of Lithuania
<b>Level of the certificate (national or international)</b>  ISCED 454; LTKS IV; EKS 4	<b>Grading scale / Pass requirements</b>  10 grade scale. A Pass Grade - Grade 4-10 or entry "Passed"
<b>Access to next level of education/training</b>  Possibility to continue studies at the higher level of education programme	<b>International agreements</b>
<b>Legal basis</b> Law on Education of the Republic of Lithuania Law on Vocational Education and Training of the Republic of Lithuania Resolution No. 535 of 4 May 2010 of the Government of the Republic of Lithuania "On the approval of the description of the National Qualifications Framework	

## 6. Officially recognised ways of acquiring the certificate

<b>Aggregate duration of learning required to get the certificate (in weeks):</b> 78 <b>Ratio of theoretical and practical learning (%):</b> 39/61 <b>Duration and place of apprenticeship (in weeks):</b> (15)  <b>Possibility to include passed education:</b> passed education included by evaluating the knowledge		
Description of vocational education and training received	Part of programme (%)	Duration (in weeks)
School-/training centre-based	39	31
Workplace-based	61	47
Accredited prior learning		
<b>Total duration of the education/ training leading to the certificate</b>		78
<b>Entry requirements</b>  <b>Additional information</b>  More information (including the description of the national system of qualifications) at: <a href="http://www.aikos.smm.lt">www.aikos.smm.lt</a> , <a href="http://www.europass.lt">www.europass.lt</a> , <a href="http://www.euroguidance.lt">www.euroguidance.lt</a> , <a href="http://www.kpmc.lt">www.kpmc.lt</a>  <b>The National Reference Points:</b> <a href="http://www.europass.lt">www.europass.lt</a> , <a href="http://www.smpf.lt">www.smpf.lt</a>		