

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

- 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