



Hindi VidyaPracharSamiti's

RamniranjanJhunjunwala College

of Arts, Science & Commerce

(Autonomous College)



Affiliated to

UNIVERSITY OF MUMBAI

Syllabus for the TYBVOOC

Program: BVOC

Course: Real Estate Management

*(Adapted from the Credit Based Semester and Grading System TYBVOOC Syllabus of
University of Mumbai (2018-19))*

DISTRIBUTION OF TOPICS AND CREDITS

TYBVOC REM SEMESTER V

Course	Nomenclature	Credits	Topics
RJCUBVOCRE501	Personality Enrichment	06	<ol style="list-style-type: none"> 1. Introduction 2. Self-Awareness and Self-Motivation 3. Memory and study skills 4. Power of positive thinking
RJCUBVOCRE502	Real Estate Taxation	06	<ol style="list-style-type: none"> 1. Introduction to Taxation 2. Introduction to GST 3. GST rates for Goods - 4. Concept in Indian GST Model
RJCUBVOCRE503	Project Management	06	<ol style="list-style-type: none"> 1. Number of copies to be submitted 2. Size of project report 3. Page dimensions and margins 4. Contents should be in 5. Arrangement of contents
RJCUBVOCRE504	Housing Finance	04	<ol style="list-style-type: none"> 1. Essentials of Home Loan 2. Lenders appraisal procedure 3. Housing finance in metro cities 4. Home buying process
RJCUBVOCRE505	Green Building	04	<ol style="list-style-type: none"> 1. Commercial Buildings 2. Sources of Conventional Energy 3. Green Buildings 4. Green Building technologies and services
RJCUBVOCRE506	Organization Behavior & HRM	04	<ol style="list-style-type: none"> 1. Organisational Behaviour-I 2. Organizational Behavior-II 3. Human Resource Management-I 4. Human Resource Management-II

TYBVOOC REM SEMESTER VI

Course	Nomenclature	Credits	Topics
RJCUBVOCRE601	Real estate Valuation	06	<ol style="list-style-type: none"> 1. General Terms in use for Valuation 2. Fundamentals of Valuation 3. Basic approaches of valuation 4. Characteristics of Land , Construction of Valuation Tables
RJCUBVOCRE602	Business Planning & Entrepreneurial Management	06	<ol style="list-style-type: none"> 1. Foundations of Entrepreneurship Development 2. Types & Classification Of Entrepreneurs 3. Entrepreneur Project Development & Business Plan 4. Venture Development
RJCUBVOCRE603	Project Management	06	<ol style="list-style-type: none"> 1. Number of copies to be submitted 2. Size of project report 3. Page dimensions and margins 4. Main heading such as Introduction should be in 5. Arrangement of contents
RJCUBVOCRE604	Modern Architecture and Urban Planning	04	<ol style="list-style-type: none"> 1. History of World Architecture 2. Indian architecture 3. Worlds Modern Architecture 4. Urban planning in India
RJCUBVOCRE605	Facility Management	04	<ol style="list-style-type: none"> 1. Definition of Facility 2. Facility Management In-house and outsourcing 3. Maintenance of the property and Risk Management, Inspection and Risk Analysis, 4. Types of Maintenance

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

RJCUBVOCRE606	Real estate Development (Special project and schemes)	04	<ol style="list-style-type: none">1. Building redevelopment proposal2. Organizational set up, functions performed3. Authorities and discretionary powers4. Policy decisions
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SEMESTER V		L	Cr
Paper-I: Personality Enrichment	Paper Code: RJCUBVOCRE501	60	06
<i>UNIT I</i>		15	
Introduction			
<ul style="list-style-type: none"> ➤ Definition of Personality ➤ Determinants of Personality- biological, psychological and socio- cultural factors. ➤ Misconceptions and clarifications ➤ Need for personality development 			
<i>UNIT II</i>		15	
Self-Awareness and Self-Motivation			
<ul style="list-style-type: none"> ➤ Self-analysis through SWOT and Johari window ➤ Elements of motivation ➤ Seven rules of motivation ➤ Techniques and strategies for self-motivation ➤ Motivation checklist and Goal setting based on principle of SMART ➤ Self-motivation and life ➤ Importance of self-esteem and enhancement of self-esteem. 			
<i>UNIT III</i>		15	
Memory and study skills			
<ul style="list-style-type: none"> ➤ Definition and importance of memory ➤ Causes of forgetting ➤ How to forget (thought stopping), how to remember (techniques for improving memory) ➤ The technique of passing exams-management of examination fear. 			
<i>UNIT IV</i>		15	
Power of positive thinking			
<ul style="list-style-type: none"> ➤ Nurturing creativity, decision-making and problem solving. ➤ Thinking power- seven steps for dealing with doubt ➤ Traits of positive thinkers and high achievers ➤ Goals and techniques for positive thinking 			

SEMESTER V		L	Cr
Paper-II: Real Estate Taxation	Paper Code: RJCUGBVOCRE502	60	06
UNIT I		15	
Introduction to Taxation			
<ul style="list-style-type: none"> ➤ Origin of taxation, Purpose of Taxation, Principle of taxation, Indian tax system, Types of taxes Direct- Indirect tax- other tax, Central Excise duty, Service tax, Customs duties, VAT 			
UNIT II		15	
Introduction to GST			
<ul style="list-style-type: none"> ➤ Goods and Services, Why GST, Current taxation Vs. GST, Mechanical GST, Features of Ideal GST, Benefits of GST, GST Models, Rationale behind moving towards GST, Important Definitions, Key features of India GST Model 			
UNIT III		15	
GST rates for Goods			
<ul style="list-style-type: none"> ➤ 0%, 5%, 12%, 18%, 28% . GST rates for Services - 0%, 5%, 12%, 18%, 28% with full examples. ➤ Reference Books – GST Goods & Service tax by LVR Prasad & GJ Kiran Kumar ➤ GST Made Easy – CP ArpitHaldia (Taxman Publication) 			
UNIT IV		15	
Concept in Indian GST Model – Taxable event			
<ul style="list-style-type: none"> ➤ Concept in Indian GST Model – Taxable event - supply, Time of Supply, Value of supply, place of supply, Input tax credit, GST rates, Threshold Limits, Exemptions, Job work, Invoice debit and credit notes, Composition Levy, Returns, Assessment, Refund, Accounts and records, Accounts and Records, Transitional Provision. 			

Paper-III: Project Management	Paper Code: RJCUBVOCRE503	60	06
UNIT I		15	
Introduction to Project Management & Project Initiation			
<ul style="list-style-type: none"> ➤ Introduction to Project Management: Meaning/Definition of Project & Project Management, Classification of Projects, Why Project Management, Characteristics/Importance of Project Management, Need for Project Management (Objectives), History of Project Management ➤ Organizational Structure (Project Organization): Meaning/Definition of Organizational Structure, Organizational Work Flow, Developing Work Integration Positions, Types of Organizational Structure, Forms of Organization, Strategic Business Units (SBU) in Project Management. ➤ Project Initiation: Project Selection-Meaning of Project Selection, Importance of Project Selection, Criteria for Project Selection (Models), Types of Project Selection, Understanding Risk & Uncertainty in Project Selection Project Manager-Meaning of Project Manager, Role of Project Manager, Importance of Project Manager, Role of Consultants in Project Management, Selecting Criteria for Project Manager Project Planning-Importance of Project Planning, Functions of Project Planning, System Integration, Project Management Life Cycle, Conflicts & Negotiation Handling in Project Management, Planning 			
UNIT II		14	
Analyzing Project Feasibility			
<ul style="list-style-type: none"> ➤ Project Feasibility Analysis: Meaning/Definition of Project Feasibility, Importance of Project Feasibility, Scope of Project Feasibility Types of Project Feasibility - Market Feasibility, Technical Feasibility, Financial Feasibility, Economic Viability, Operational Feasibility SWOT Analysis (Environment Impact Assessment, Social Cost Benefit Analysis) ➤ Market Analysis: Meaning of Market Analysis, Demand Forecasting, Product Mix Analysis, Customer Requirement Analysis ➤ Technical Analysis: Meaning of Technical Analysis, Use of Various Informational Tools for Analyzing, Advancement in the Era of E- Commerce in Project Management ➤ Operational Analysis: Meaning of Operation Management, Importance of Operation Management, Operation Strategy - Levels of Decisions, Production 			

Planning & Control, Material Management - Work Study & Method Study, Lean Operations.		
UNIT III	16	
Budgeting, Cost & Risk Estimation in Project Management		
<ul style="list-style-type: none"> ➤ Funds Estimation in Project: Means of Financing, Types of Financing, Sources of Finance, Government Assistance towards Project Management for Startups, Cost Control (Operating Cycle, Budgets & Allocations), Determining Financial Needs for Projects, Impact of Leveraging on Cost of Finance ➤ Risk Management in Projects: What is Risk, Types of Risk in Projects, Risk Management Process, Risk Analysis & Identification, Impact of Risk Handling Measures, Work break Down Structure, New Venture Valuation (Asset Based, Earnings Based, Discounted Cash flow Models) ➤ Cost Benefit Analysis in Projects Introduction to Cost Benefit Analysis, Efficient Investment Analysis, Cash - Flow Projections, Financial Criteria for Capital Allocation, Strategic Investment Decisions 		
UNIT IV	15	
New Dimensions in Project Management		
<ul style="list-style-type: none"> ➤ Modern Development in Project Management: Introduction to Modern Development in Project Management, Project Management Maturity Model (PMMM), Continuous Improvement, Developing Effective Procedural Documentation, Capacity Planning ➤ Project Monitoring & Controlling: Introduction to Project Monitoring & Controlling, The Planning – Monitoring- Controlling Cycle, Computerized Project Management Information System (PMIS), Balance in Control System in Project Management, Project Auditing – Life Cycle ➤ Project Termination & Solving Project Management Problems: Meaning of Project Termination, Reasons for Termination of Projects, Process for Terminating Projects, Strategy/ Ways to Solve Project Management Problems, Project Review & Administrative Aspects, Execution Tools for Closing of Project. 		

Paper-IV HousingFinance	Paper Code: RJCUGBVOCRE504	60	04
UNIT I		15	
Essentials of Home Loan			
<ul style="list-style-type: none"> ➤ Practice and Procedure Overview of housing finance - housing and economic development – evolution of housing finance in India and leading financiers in the field, Basics of housingfinance 			
UNIT II		15	
Lenders appraisal procedure			
<ul style="list-style-type: none"> ➤ Pre-sanction stage - sanction – documentation insurance – monitoring inspection - credit rating, Other lending schemes - finance to private builders - takeover of loans from other institutions - home loans to NRIs 			
UNIT III		15	
Housing finance in metro cities			
<ul style="list-style-type: none"> ➤ Local laws and requirements - mortgage advice - development of “home information packs” - quantitative skills - time value of money – interest and annuities - development of calculators such as EMI calculator – Stamp duty calculator - Tax calculator - Capital gain tax calculator - use of excel in complex computing; public, Securitization- mortgage backed schemes, RBI guidelines on Housing Finance, National Housing banks guidelines on Know your Customer - Anti Money Laundering - Project finance Policy - Fair Practices code for HFCs, PMAY. 			
UNIT IV		15	
Home buying process			
<ul style="list-style-type: none"> ➤ Various participants - buyer, seller, lender, lawyer /solicitor, mortgage advisor, mortgage broker, conveyancer, value of property Title of property - defects in title- taking search of property records with government authorities - marketable title 			

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

SEMESTER V		L	Cr
Paper V: Green Building	Paper Code: RJCUGBVOCRE505	60	04
UNIT I		15	
Commercial Buildings			
<ul style="list-style-type: none"> ➤ Offices, Industries, SEZ, CRZ ➤ Retail Real Estate: Merchandising, warehousing, franchising. 			
UNIT II		15	
Sources of Conventional Energy,			
<ul style="list-style-type: none"> ➤ Non-conventional energy, Renewable energy, Non-renewable energy, Biofuel.Biomass. , Geothermal, Hydropower, Solar energy, Tidal power, Wind power. 			
UNIT III		15	
Green Buildings			
<ul style="list-style-type: none"> ➤ Carbon dioxide climate change mitigation and the building industry, design strategies and adaptations for a changing climate, Zero carbon buildings Environmental site planning, urban greenery and bio diversity, water and flooding 			
UNIT IV		15	
Green Building technologies and services			
<ul style="list-style-type: none"> ➤ The Internal Environment, space, warmth, light and air. Energy supply and demand. The building fabric, typical mainstream materials, thermal performance. 			

TYBVOG (Real Estate Management) Syllabus Semester V & VI

SEMESTER V		L	Cr
Paper VI: Organization Behavior & HRM	Paper Code: RJCUGBVOCRE506	60	04
UNIT I		15	
Organisational Behaviour-I			
<ul style="list-style-type: none"> ➤ Introduction to Organizational Behaviour-Concept, definitions, Evolution of OB ➤ Importance of Organizational Behaviour-Cross Cultural Dynamics, Creating Ethical Organizational Culture& Climate ➤ Individual and Group Behaviour-OB models–Autocratic, Custodial, Supportive, Collegial & SOBC in context with Indian OB ➤ Human Relations and Organizational Behavior 			
UNIT II		15	
Organizational Behavior-II			
<ul style="list-style-type: none"> ➤ Managing Communication: Conflict management techniques. ➤ Time management strategies. ➤ Learning Organization and Organizational Design ➤ Rewards and Punishments-Termination, layoffs, Attrition, Retrenchment, Separations, Downsizing 			
UNIT III		15	
Human Resource Management-I			
<ul style="list-style-type: none"> ➤ HRM - Meaning, objectives, scope and functions ➤ HRP - Definition, objectives, importance, factors affecting HRP, Process of HRP, Strategies of HRM , Global HR Strategies ➤ HRD - Concept, meaning, objectives, HRD functions 			
UNIT IV		15	
Human Resource Management-II			
<ul style="list-style-type: none"> ➤ Performance Appraisal: concept, process, methods and problems, KRA'S ➤ Compensation - concept, components of Pay Structure, Wage and salary administration, Incentives and Employee benefits. ➤ Career planning - concept of career Planning, Career stages and career planning 			

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

SEMESTER VI		L	Cr
Paper I: Real Estate Valuation	Paper Code: RJCUBVOCRE601	60	06
UNIT I		18	
General Terms in use for Valuation			
<ul style="list-style-type: none"> ➤ Purpose, Value and Valuation, Valuer, Qualification for valuers, Categories of valuers, Duties of valuers, Purpose of Valuation, Valuation Report. 			
UNIT II		14	
Fundamentals of Valuation			
<ul style="list-style-type: none"> ➤ Valuation: Art or Science, Concept of Ownership – Value- Property, Essential elements of value, Types of Property, Details of rights in the property, types of factors affecting value of the property, cost-price-value, principle of guesstimate, market value defined, uncertainty in value estimates, type of values, value in use/ value in exchange. 			
UNIT III		16	
Basic approaches of valuation			
<ul style="list-style-type: none"> ➤ Classification of property on marketability, three basic approach of valuation, common sense approach to valuations, method under income approach, method under market approach, types of ownership of property, types of possession, types of occupancy of property. 			
UNIT IV		12	
Characteristics of Land, Construction of Valuation Tables			
<ul style="list-style-type: none"> ➤ Simple interest amount working, compound interest amount working, Present value of Rupee receivable in future, Annual sinking fund working, present value of future income and other calculations. 			

SEMESTER VI		L	Cr
Paper II: Business Planning & Entrepreneurial Management	Paper Code: RJCUBVOCRE602	60	06
UNIT I		15	
Foundations of Entrepreneurship Development			
<ul style="list-style-type: none"> ➤ Concept and Need of Entrepreneurship Development: Definition of Entrepreneur, Entrepreneurship, Importance and significance of growth of entrepreneurial activities characteristics and qualities of entrepreneur ➤ Theories of Entrepreneurship: Innovation Theory by Schumpeter & Imitating Theory of High Achievement by McClelland X-Efficiency Theory by Leibenstein Theory of Profit by Knight. Theory of Social change by Everett Hagen ➤ External Influences on Entrepreneurship Development: Socio-Cultural, Political, Economical, Personal. Role of Entrepreneurial culture in Entrepreneurship Development. 			
UNIT II		15	
Types & Classification Of Entrepreneurs			
<ul style="list-style-type: none"> ➤ Intrapreneur – Concept and Development of Intrapreneurship ➤ Women Entrepreneur – concept, development and problems faced by Women Entrepreneurs, Development of Women Entrepreneurs with reference to Self Help Group ➤ Social entrepreneurship–concept, development of Social entrepreneurship in India. Importance and Social responsibility of NGO's. ➤ Entrepreneurial development Program (EDP) – concept, factor influencing EDP. Option available to Entrepreneur. (Ancillarisation, BPO, Franchise, M&A) 			
UNIT III		15	
Entrepreneur Project Development & Business Plan			

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<ul style="list-style-type: none"> ➤ Innovation, Invention, Creativity, Business Idea, Opportunities through change. ➤ Idea generation– Sources-Development of product /idea, ➤ Environmental scanning and SWOT analysis ➤ Creating Entrepreneurial Venture-Entrepreneurship Development Cycle ➤ Business Planning Process-The business plan as an Entrepreneurial tool, scope and value of Business plan. ➤ Elements of Business Plan, Objectives, Market and Feasibility Analysis, Marketing, Finance, Organization &Management, Ownership, ➤ Critical Risk Contingencies of the proposal, Scheduling and milestones. 	
UNIT IV	15
Venture Development	
<ul style="list-style-type: none"> ➤ Steps involved in starting of Venture ➤ Institutional support to an Entrepreneur ➤ Venture funding, requirements of Capital (Fixed and working) Sources of finance, problem of Venture set-up and prospects ➤ Marketing: Methods, Channel of Marketing, Marketing Institutions and Assistance. ➤ New trends in entrepreneurship. 	

Paper-III: Project Management	Paper Code: RJCUBVOCRE603	60	06
UNIT I		15	
Introduction to Project Management & Project Initiation			
<ul style="list-style-type: none"> ➤ Introduction to Project Management: Meaning/Definition of Project & Project Management, Classification of Projects, Why Project Management, Characteristics/Importance of Project Management, Need for Project Management (Objectives), History of Project Management ➤ Organizational Structure (Project Organization): Meaning/Definition of Organizational Structure, Organizational Work Flow, Developing Work Integration Positions, Types of Organizational Structure, Forms of Organization, Strategic Business Units (SBU) in Project Management. ➤ Project Initiation: Project Selection-Meaning of Project Selection, Importance of Project Selection, Criteria for Project Selection (Models), Types of Project Selection, Understanding Risk & Uncertainty in Project Selection Project Manager-Meaning of Project Manager, Role of Project Manager, Importance of Project Manager, Role of Consultants in Project Management, Selecting Criteria for Project Manager Project Planning-Importance of Project Planning, Functions of Project Planning, System Integration, Project Management Life Cycle, Conflicts & Negotiation. Handling in Project Management, Planning 			
UNIT II		14	
Analyzing Project Feasibility			
<ul style="list-style-type: none"> ➤ Project Feasibility Analysis: Meaning/Definition of Project Feasibility, Importance of Project Feasibility, Scope of Project Feasibility Types of Project Feasibility - Market Feasibility, Technical Feasibility, Financial Feasibility, Economic Viability, Operational Feasibility SWOT Analysis (Environment Impact Assessment, Social Cost Benefit Analysis) ➤ Market Analysis: Meaning of Market Analysis, Demand Forecasting, Product Mix Analysis, Customer Requirement Analysis ➤ Technical Analysis: Meaning of Technical Analysis, Use of Various Informational Tools for Analyzing, Advancement in the Era of E- Commerce in Project Management ➤ Operational Analysis: Meaning of Operation Management, Importance of Operation Management, Operation Strategy - Levels of Decisions, Production 			

Planning & Control, Material Management - Work Study & Method Study, Lean Operations		
UNIT III	16	
Budgeting, Cost & Risk Estimation in Project Management		
<ul style="list-style-type: none"> ➤ Funds Estimation in Project: Means of Financing, Types of Financing, Sources of Finance, Government Assistance towards Project Management for Start ups, Cost Control (Operating Cycle, Budgets & Allocations), Determining Financial Needs for Projects, Impact of Leveraging on Cost of Finance ➤ Risk Management in Projects: What is Risk, Types of Risk in Projects, Risk Management Process, Risk Analysis & Identification, Impact of Risk Handling Measures, Work break Down Structure, New Venture Valuation (Asset Based, Earnings Based, Discounted Cash flow Models) ➤ Cost Benefit Analysis in Projects Introduction to Cost Benefit Analysis, Efficient Investment Analysis, Cash - Flow Projections, Financial Criteria for Capital Allocation, Strategic Investment Decisions 		
UNIT IV	15	
New Dimensions in Project Management		
<ul style="list-style-type: none"> ➤ Modern Development in Project Management: Introduction to Modern Development in Project Management, Project Management Maturity Model (PMMM), Continuous Improvement, Developing Effective Procedural Documentation, Capacity Planning ➤ Project Monitoring & Controlling: Introduction to Project Monitoring & Controlling, The Planning – Monitoring- Controlling Cycle, Computerized Project Management Information System (PMIS), Balance in Control System in Project Management, Project Auditing – Life Cycle ➤ Project Termination & Solving Project Management Problems: Meaning of Project Termination, Reasons for Termination of Projects, Process for Terminating Projects, Strategy/ Ways to Solve Project Management Problems, Project Review & Administrative Aspects, Execution Tools for Closing of Project. 		

SEMESTER VI		L	Cr
Paper IV: Modern Architecture and Urban Planning	Paper Code: RJCUBVOCRE604	60	04
UNIT I		15	
History of World Architecture			
<ul style="list-style-type: none"> ➤ Neolithic architecture, Ancient Mesopotamia, Ancient Egyptian architecture, Greek architecture, Roman architecture, Byzantine architecture, Persian architecture, Islamic architecture, African architecture, Asian architecture. 			
UNIT II		14	
Indian architecture			
<ul style="list-style-type: none"> ➤ Indus Valley, MahaJanapada period, Early common Era – Indo-Islamic architecture, Maratha architecture, Sikh architecture, Temple architecture, Mogal architecture, Temple architecture, Rock architecture. 			
UNIT III		16	
Worlds Modern Architecture			
<ul style="list-style-type: none"> ➤ India's modern architecture, Some famous Architect 			
UNIT IV		15	
Urban planning in India			
<ul style="list-style-type: none"> ➤ Growth rates of cities, urbanization, town planning, Smart cities, Affordable housings, Urbanization limitations. 			

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

SEMESTER VI		L	Cr
Paper V: Facility management	Paper Code: RJCUBVOCRE605	60	04
UNIT I		15	
Definition of Facility Management			
<ul style="list-style-type: none"> ➤ Definition of Facility Management, What is Facility Management and scope, Qualification of Facility Manager, International Facility Management companies, Need of Facility Management, Facility Management for India 			
UNIT II		15	
Facility Management In-house and outsourcing			
<ul style="list-style-type: none"> ➤ Facility Management In-house and outsourcing, Roles and Responsibility of Facility Manager, Skills required for Facility Manager. 			
UNIT III		15	
Maintenance of the property and Risk Management, Inspection and Risk Analysis			
<ul style="list-style-type: none"> ➤ Maintenance of the property and Risk Management, Inspection and Risk Analysis, Major and Minor building Mechanical equipments, Types of equipments and their maintenance, Maintenance sustainability and efficient property, Insurance and Risk Management. 			
UNIT IV		15	
Types of Maintenance			
<ul style="list-style-type: none"> ➤ Types of maintenance – Preventative, Comprehensive, Performance based. Energy Management, Water supply Management, Waste Management, Security, Fire and Safety, Emergency Management Plan. 			

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

SEMESTER VI		L	Cr
Paper VI: Real estate Development (Special project and schemes)	Paper Code: RJCUBVOCRE606	60	04
<i>UNIT I</i>		15	
Building redevelopment proposal			
➤ Slum rehabilitation and development schemes			
<i>UNIT II</i>		15	
Organizational set up, functions performed			
➤ General procedure for development permission			
<i>UNIT III</i>		15	
Authorities and discretionary powers			
➤ Authorities and discretionary powers, duties of staff			
<i>UNIT IV</i>		15	
Policy decisions			
➤ Policy decisions. Documents from owner, architect/surveyor, permissions by corporation			

TYBVOOC	Semester V
RJCUBVOOCRE501	<u>Learning outcomes:</u>
Paper I- Personality Enrichment	<ul style="list-style-type: none"> ➤ Describe how a personality develops. ➤ Define the stages of personality development. Describe basic personality traits. ➤ Describe how morals are developed. Define personality types ➤ Describe how personality affects career choices. ➤ Describe methods for changing your personality. ➤ Describe personality disorders. <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ The Learner will be able to work on personality changes, and Demonstrate mastery of lesson content at levels of 70% or higher. ➤ The learner can Jung the theories about development.

TYBVOOC	Semester V
RJCUBVOOCRE501	<u>Learning outcomes:</u>
Paper II Real Estate Taxation	<ul style="list-style-type: none"> ➤ Students will come to know about the various Taxation in the country. Types of Taxation. GST and how it is practically applied. <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ What is Tax system in India, Types of Taxation, and Benefit of Tax for the country, Old Tax system and New Tax System, GST and its application.

TYBVOOC	Semester V
RJCUBVOOCRE503	<u>Learning outcomes:</u>
Paper III Project Management	<ul style="list-style-type: none"> ➤ Different types of Projects which manage by management. ➤ Risk which involve in operation and capital of the firm. ➤ It help to understand the running projects is given output is positive or negative as per the investment. <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ To familiarize the learners with the fundamental aspects of various issues associated with Project Management ➤ To give a comprehensive overview of Project Management as a separate area of Management <p>To introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of Project Management.</p>

TYBVOOC	Semester V
<p>RJCUBVOOCRE504</p> <p>Paper IV – Housing Finance</p>	<p><u>Learning outcomes:</u></p> <ul style="list-style-type: none"> ➤ Housing Finance industry in India. Growth of finance industry with real estate sector. ➤ Gain of knowledge of home loan application, proposal. ➤ Rural housing, urban housing sector ➤ Processing of a home loan <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ Learners have gained a practical knowledge of a home loan. ➤ Learners have learned Essentials of housing finance, steps involved in housing finance. ➤ Learners have gained knowledge of amortization schedule, future value of property. ➤ Valuation of property, understanding of clear title of property. ➤ The learners have gained overall process of housing finance with all documentation and systematic approvals
TYBVOOC	Semester V
<p>RJCUBVOOCRE505</p> <p>Paper V – Green Building</p>	<p><u>Learning outcomes:</u></p> <ul style="list-style-type: none"> ➤ Conceptual learning of Commercial Buildings Industrial, Residential, commercial sectors of a real estate ➤ To have a knowledge of special economic zone (SEZ), understanding of different business model like franchising, merchandising, warehousing ➤ Gain a knowledge of conventional and non-conventional source of energy ➤ Introduction to green building, understanding the culture of Green Building in India, problem faced by real estate sector ➤ Utilization of Green building technologies <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ Learners will have the knowledge of Commercial building, will be able understand a business model of franchising, merchandising. ➤ The learners have gained the concept of conventional sources of energy in real estate sector. ➤ Learners can differentiate between a commercial building and a green building. ➤ Can easily understand how to mitigate less carbon emissions. ➤ Learners have gained a knowledge of top 10 green Building in India.

TYBVOOC	Semester V
<p>RJCUBVOCRE506</p> <p>Paper VI – Organizational Behavior & HRM</p>	<p><u>Learning Objectives:</u></p> <ul style="list-style-type: none"> ➤ The objective of this course is to familiarize the student with the fundamental aspects of various issues associated with Human Resource Management as a whole. ➤ The course aims to give a comprehensive overview of Organization Behaviour as a separate area of management. ➤ To introduce the basic concepts, functions and processes & create an awareness of the role, functions and functioning of Human Resource Management & OB. <p><u>Course Outcome:</u></p> <ul style="list-style-type: none"> ➤ Learners will get an insight on the various aspects of human behaviour and an understanding of implementing the strategies for the best utilisation of the same. ➤ Learners will learn the different functions of human resource management and an in-depth understanding of the implementation of these functions in the actual organizational environment. ➤ They will be honed with the practical aspects of HR functionalities through solving cases.

SEMESTER – VI

TYBVOOC	Semester VI
<p>RJCUBVOCRE601</p> <p>Paper I- Real estate Valuation</p>	<p><u>Learning outcomes:</u></p> <ul style="list-style-type: none"> ➤ Conceptual learning of valuation of an immovable assets ➤ Acknowledge valuation as an important part of property ➤ To valuer plays an vital role in purpose of valuation ➤ To gain a knowledge of valuer, utilization of valuer in real estate sector ➤ Valuation of a property gives credentials to gain your asset <p><u>Course Outcomes:</u></p> <ul style="list-style-type: none"> ➤ Learners will gain a knowledge of valuation of property ➤ Learners can estimate Valuation brings the good possible returns in a property. ➤ Learners can recognize a need for valuation through valuation report.

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

TYBVOOC	Semester V I
RJCUBVOCRE60 2 Paper II – Business Planning & Entrepreneurial Management	<p>Learning outcomes:</p> <ul style="list-style-type: none"> ➤ Entrepreneurship is one of the major focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers. ➤ To develop entrepreneurs & to prepare students to take the responsibility of full line of management function of a company with special reference to SME sector. <p>Course Outcome:</p> <ul style="list-style-type: none"> ➤ Learner will inculcate the basic understanding of entrepreneurial aspects with respect to the qualities, and different types of entrepreneurs.

TYBVOOC	Semester V I
RJCUBVOCRE60 3 Paper III – Project Management	<p>Learning outcomes:</p> <p>Different types of Projects which manage by management.</p> <ul style="list-style-type: none"> ➤ Risk which involve in operation and capital of the firm. ➤ It help to understand the running projects is given output is positive or negative as per the investment. <p>Course Outcomes:</p> <ul style="list-style-type: none"> ➤ To familiarize the learners with the fundamental aspects of various issues associated with Project Management ➤ To give a comprehensive overview of Project Management as a separate area of Management ➤ To introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of Project Management.

TYBVOOC	Semester V
RJCUBVOCRE604 Paper IV- Modern Architecture and Urban Planning	<p>Learning outcomes:</p> <ul style="list-style-type: none"> ➤ As Architect plays very important role in Real Estate. Students will come to know who is Architect and why it place important role in Real Estate from Ancient times to Modern Times. <p>Course Outcome:</p> <ul style="list-style-type: none"> ➤ What is Architecture

TYBVOOC (Real Estate Management) Syllabus Semester V & VI

	<ul style="list-style-type: none"> ➤ History of Architecture ➤ Duty, Roles and Responsibility of Architect ➤ World Architecture ➤ Indian Architecture
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TYBVOOC	Semester V
RJCUBVOCRE605 Paper V Facility Management	<p><u>Learning outcomes:</u></p> <ul style="list-style-type: none"> ➤ Students will learn what and who is Facility Manager, Duty, Roles and Responsibility. Facility Manager should have qualities like Good Communicator, Coordinator, Risk taker, quick thinker etc <p><u>Course Outcome</u></p> <ul style="list-style-type: none"> ➤ Facility Management is an integral part in Real Estate weather it is Commercial Complex, Malls, Shopping Center or Office Building. Facility Management is not only to maintain the building but duties beyond that.

TYBVOOC	Semester V
RJCUBVOCRE606 Paper V- Real estate Development (Special project and schemes)	<p><u>Learning outcomes:</u></p> <ul style="list-style-type: none"> ➤ Conceptual learning of redevelopment, SEZ (special economic zone) ➤ Understanding SRA concepts, in practical projects ➤ Understandings the TDR concepts in details ➤ Organization structure in Real estate sector ➤ Development of property <p><u>Course Outcome:</u></p> <ul style="list-style-type: none"> ➤ Learners have gained a knowledge of redevelopment of building ➤ Learners have a knowledge of administrative department of government department ➤ Learners have gained to prepare a report on SRA . ➤ Overall development of infrastructure in city enables in growth of economy and employment.

SCHEME OF EXAMINATIONS

1. Two Internal Assessment examinations of 20 marks each. Duration 30min for each. Internal Assessments could be either of the following depending on the nature of the course: Written Exam/ Group Project/ Individual Project/ Book Review/ Class Test/ Case Study/ Presentation Power point/ Audio – Visual presentation/ Oral Presentation.
2. One External (Semester End Examination) of 60 marks. Duration 2 hours.
3. Minimum marks for passing Semester End Theory Exam is 40 %.
4. Student must appear at least one of the two Internal Tests to be eligible for the Semester End Examination.
5. For any KT examinations, there shall be ODD-ODD/EVEN-EVEN pattern followed.
6. HOD's decision, in consultation with the Principal, shall remain final and abiding to all.

REFERENCE BOOKS AND READING MATERIAL

TYBVOOC REMSemester V

Personality Enrichment

- Mile, D.J (2004). Power of positive thinking. Delhi: Rohan Book Company.
- Pravesh Kumar (2005). All about self- Motivation. New Delhi: Goodwill Publishing House.
- Dudley, G.A. (2004). Double your learning power. Delhi: Konark Press. Thomas Publishing Group Ltd.
- Lorayne, H. (2004). How to develop a super power memory. Delhi: Konark Press. Thomas Publishing Group Ltd.
- Hurlock, E.B (2006). Personality Development, 28th Reprint. New Delhi: Tata Mc Graw Hill.

Real Estate Taxation

- GST Goods & Service tax by LVR Prasad & GJ Kiran Kumar
- GST Made Easy – CP ArpitHaldia (Taxman Pulication)

Project Management

- Harold Kerzer, Project Management – A System Approach to Planning, Scheduling & Controlling
- Jack.R.Meredith&Samuel.J.Mantel, Jr.,Project Management – A Managerial Approach
- Bhavesh.M.Patel, Project Management – Strategic Financial Planning , Evaluation & Control

Organization Behaviour& HRM

- Griffin, Ricky W: Organizational Behaviour, Houghton Mifflin Co., Boston.
- Prasad L M, Organizational Behaviour, Sultan Chand
- Khanka S. S., Organizational Behaviour, S. Chand
- P.L. Rao-International Human Resource
- Ivancevich; John and Micheol T. Matheson: Organizational Behaviour and Management, Business Publication Inc., Texas.
- Koontz, Harold, Cyril O'Donnell, and Heinz Weihrich: Essentials of management, Tata McGraw-Hill, New Delhi.
- Luthans, Fred: Organizational Behaviour, McGraw-Hill, New York.

SEMESTER VI

Real Estate Valuation

- In wonderland of valuation practice by Bharat C Shah (Peata
- Elements of valuation of immovable properties by R.K. Gandhi

Business Planning & Entrepreneurial Management

- Dynamics of Entrepreneurial Development Management - Vasant Desai, Himalaya Publishing House.
- Entrepreneurial Development - S.S. Khanna
- Entrepreneurship & Small Business Management - CL Bansal, Haranand Publication
- Entrepreneurial Development in India - Sami Uddin, Mittal Publication
- Entrepreneur Vs Entrepreneurship- Human

Project Management

- Harold Kerzer, Project Management – A System Approach to Planning, Scheduling & Controlling
- Jack.R.Meredith&Samuel.J.Mantel, Jr.,Project Management – A Managerial Approach
- Bhavesh.M.Patel, Project Management – Strategic Financial Planning , Evaluation & Control

Modern Architecture and Urban Planning

- Wikipedia, Architecture of dummies
- The great ages of world architecture – GK Hiraskar
- Risk Mitigated in Worlds most amazing projects

Facility Management

- Facility Management – Ramesh Upadhyay and jitendra Narayan Kumar

Note: In some subjects reference books are not written because professors are allowed to give to students their notes and refer websites at their discretion.