

***UNDERGRADUATE PROGRAM***

*(Issued together with Decision No.     /QĐ-ĐHNCT dated     /     /2022     of  
The Rector of Nam Can Tho University)*

*(Name of program):* **Undergraduate Program in Real Estate**

*(Level):* **Full-time Undergraduate**

*(Major):* **Real Estate**

*(Code):* **52340116**

*(Type of education):* Full-time

**1. Program description**

**1.1. Introduction to the program**

The Real Estate training program aims to educate bachelor's degree graduates equipped with sufficient knowledge, skills, political awareness, ethics, professional demeanor, and good health to effectively work in various real estate-related fields.

**1.2. General information about the program**

Name of program in English	Real Estate
Program code	52340116
Degree-granting institution	Nam Can Tho University
Degree	Bachelor of Real Estate
Level	Undergraduate
The number of required credits	136
Type of education	Full-time
Program duration	4 years
Eligible candidates for admission	High school graduates
Grading scale	5
Graduation requirements	<ul style="list-style-type: none"><li>- Accumulate sufficient credits and volume of the training program, totaling 136 credits;</li><li>- Achieve a cumulative GPA of at least 5.0 for the entire course;</li><li>- Meet the university's standards for English and IT proficiency;</li></ul>

	<ul style="list-style-type: none"> <li>- Meet the standards for soft skills and professional skills;</li> <li>- Obtain a certificate in National Defense and Security Education and complete prerequisite courses.</li> </ul>
Job opportunities	<ul style="list-style-type: none"> <li>- Staff at surveying, mapping, planning, geodesy, and real estate companies;</li> <li>- Officials working in state management agencies related to land administration at central and local levels;</li> <li>- Employees working in real estate investment and development corporations, general companies, and real estate service businesses;</li> <li>- Valuation officers at banks and financial institutions;</li> <li>- Lecturers, researchers, consultants, and technology transfer specialists at universities, colleges, vocational schools, research institutes, and scientific centers.</li> </ul>
Postgraduate study options	Eligible to pursue master's and doctoral programs domestically and internationally.
Reference program	The training program and output standards for Real Estate of Can Tho University, Ho Chi Minh City University of Agriculture and Forestry, and Ho Chi Minh City University of Natural Resources and Environment.
Update time	12/2024

### **1.3. Program goals**

#### **1.3.1. General goals**

- To train a highly qualified real estate workforce at the undergraduate level with strong political qualities and a high sense of community service, possessing good ethics and health, and a solid foundation in real estate expertise to meet the demands of real estate activities from central to local levels.

- Graduates are expected to apply their acquired knowledge to solve real-life problems, demonstrate self-learning abilities, communication and teamwork skills, possess both theoretical and practical competence, and be capable of utilizing advanced technologies to effectively address scientific and technical issues in the real estate sector.

#### **1.3.2. Specific goals**

**M1:** Understand and apply both fundamental and advanced knowledge in the field of Real Estate to professional practice.

**M2:** Develop relevant professional ideas in Real Estate and enhance the ability to manage and operate tasks individually and in teams.

**M3:** Meet the requirements of professional skills and soft skills needed for the social context, working environment, and research activities.

**M4:** Organize and perform real estate professional operations, thereby fostering creativity and innovation in the workplace.

**M5:** Develop the capacity for self-learning and independent research in the field of expertise, leading to the enhancement of relevant competencies in life and the ability to guide others, thereby contributing to positive changes in society.

**2. Program duration:** 4 years

**3. Required total credits**

*Required total credits: 136 credits (excluding the Physical Education and Defense and security education courses), distributed as follows:*

Knowledge	Obligatory knowledge	Elective knowledge	Total
General knowledge	44	0	44
Professional knowledge	82	10	92
Fundamental knowledge	36	2	38
Specialized knowledge	42	2	44
Graduation internship	4		4
Graduation thesis/Alternative courses		6	6
Total	126	10	136

**4. Eligible candidates for admission**

Admission is based on the results of the national high school graduation exam or the academic transcript from high school, evaluated according to the subject combinations for the major, with recruitment conducted nationwide.

**5. Curriculum, graduation requirements**

**5.1. Curriculum**

The training follows the regulations for full-time undergraduate and college programs under the credit system and the current training regulations of Nam Can Tho University.

**5.2. Graduation requirements**

- Students who complete the training program will be evaluated for graduation and recognized as graduates according to Article 27 of the credit-based training regulations.

- Achieve the university's required proficiency in English and IT (for IT, meet modules 01 to 06 of the IT skills standard per Circular 03/2014/TT-BTTTT).

- Obtain certificates in National Defense and Security Education, Physical Education, soft skills, and professional skills.

- Assessment of component scores and course scores follows Articles 22 and 23 of the credit-based training regulations.

- Academic year ranking and graduation ranking are conducted per Articles 14 and 28 of the credit-based training regulations.

## 6. Program structure

### 6.1. General knowledge

No.	Course code	Course name	Number of credits	Theory	Practice	Category
<b>A</b>	<b>Political theory</b>					
1.	01010008 89	Philosophy	3	3		
2.	01010006 41	Political Economy	2	2		
3.	01010008 90	Scientific Socialism	2	2		
4.	01010009 00	Ho Chi Minh Ideology	2	2		
5.	01010008 69	History of the Communist Party of Vietnam	2	2		
<b>B</b>	<b>Social Sciences and Humanities</b>					
6.	01010008 91	General Law	2	2		
7.	01010006 44	General Logic	2	2		
<b>C</b>	<b>Foreign languages</b>					
8.	01010008 61	Basic English 1	3	3		
9.	01010008 62	Basic English 2	3	3		
10.	01010008 63	Basic English 3	3	3		
11.	01010023 48	Basic English 4	3	3		
12.	01010023 63	Basic English 5	3	3		
<b>D</b>	<b>Mathematics - Information Technology - Natural Sciences</b>					

No.	Course code	Course name	Number of credits	Theory	Practice	Category
13.	0101000896	Basic Informatics	3	2	1	
14.	0101000898	Advanced Mathematics 1	3	3		
15.	0101000883	Probability and Mathematical Statistics	3	3		
16.	0101000902	General Physics	2	2		
17.	0101000960	General Physics - Practice	1		1	
18.	0102000881	General Logic	2	2		
<b>E</b>	<b>Physical education</b>					
19.	0101000872	Physical Education 1 (*)	1		1	CON
20.	0101000873	Physical Education 2 (*)	1		1	CON
21.	0101000874	Physical Education 3 (*)	1		1	CON
<b>F</b>	<b>National Defense Education</b>					
22.	0101000871	National Defense Education (*)	8	5	3	CON

(\*) Prerequisite courses, not included in the cumulative GPA calculation

## 6.2. Professional knowledge

No.	Course code	Course name	Number of credits	Theory	Practice	Category
<b>Fundamental knowledge</b>						
1	0101000650	Microeconomics 1	2	2		OBL
2	0101000651	Macroeconomics 1 (Introduction)	2	2		OBL
3	0101000780	Principles of Management	2	1	1	OBL
4	0101000135	Applied Informatics in Technology 1 (AutoCAD 2D)	2		2	OBL
5	0101000135	Econometrics	2	2		OBL

No.	Course code	Course name	Number of credits	Theory	Practice	Category
6	010100 0350	Real Estate Research Methods	2		2	OBL
7		Seminar and Academic Activities	2	2		OBL
8	010100 0715	Principles of Marketing	3	3		OBL
9	010100 0745	Land Law	2	2		OBL
10	010100 0243	Land Valuation	2	2		OBL
11	010100 0283	Cadastral Mapping Techniques	1		1	OBL
12	010100 0399	Land Statistics and Inventory	2	2		OBL
13	010100 0735	Principles of Accounting	2	2		OBL
14	010100 0710	Monetary and Financial Theory	2	2		OBL
15	010100 0310	Cadastral Record Management and Archiving	2	2		OBL
<b>Specialized knowledge</b>						
16	010100 0691	Real Estate Business Law	3	3		OBL
17	010100 0358	Administrative Management of Land	3	3		OBL
18	010100 0418	Applied Remote Sensing	2	2		OBL
19	010100 0375	Urban Development Planning	2	2		OBL
20	010100 0376	Rural Development Planning	2	2		OBL
21	010100 0377	Rural Development PlanningLand Use Allocation Planning	2	2		OBL
22	Xin mã số	Entrepreneurial Thinking and Career Development	2	2		OBL
23	010100 1023	Real Estate Practice: Market Survey	2		2	OBL

No.	Course code	Course name	Number of credits	Theory	Practice	Category
24	010100 0395	Land Inspection and Dispute Resolution	2		2	OBL
25	010100 0112	Construction Law	1	1		OBL
26	010100 2081	Real Estate Exchange Management	2		2	OBL
27	010100 1027	Real Estate Valuation	2	2		OBL
28	010100 1024	Real Estate Investment and Business	3	3		OBL
29	010100 2083	Real Estate Market Management and Analysis	2	2		OBL
30	010100 1021	Real Estate Brokerage	2	2		OBL
31	010100 0752	Analysis of Real Estate Business Activities	3	3		OBL
32	010100 0779	Investment Project Management				OBL
33	010100 0154	Geodesy				OBL
34	010100 0138	Real Estate Construction Organization				OBL
35	010100 0369	Land Resources Management and Exploitation	2		2	OBL
36	010100 0385	Climate Change	3	3		OBL
37	010100 0628	Financial Accounting	2	2		OBL
<b>Supplementary Knowledge</b>						
38	010100 2085	English for Real Estate	2	2		ELE
39	010100 0829	Taxation	2	2		ELE

No.	Course code	Course name	Number of credits	Theory	Practice	Category
40	010100 0345	Feng Shui in Real Estate	2	2		ELE
41	010100 2080	Landscape Architecture	2	2		ELE
<b>Graduation internship</b>						
42	010100 1030	Graduation Internship	4		4	OBL
<b>Graduation thesis/Alternative courses</b>						
43	010100 1032	Graduation thesis/Alternative courses	6		6	OBL/ELE
<b>Alternative courses</b>						
44	010100 0814	Establishment & Evaluation of Economic Investment Projects	2	2		OBL/ELE
45	010100 2086	Project-Real Estate Major	4	1	3	OBL/ELE

## 7. Tentative teaching plan

### 7.1. Semester 1

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Macroeconomics 1	3	45	45	0	
2	Basic English 1	3	30	45	0	
3	National Defense Education *	8	165	75	90	
4	Physical Education 1 *	1	30	0	30	
5	Introduction to Logic	2	30	30	0	
6	Ho Chi Minh's Ideology	2	30	30	0	CON
7	Introduction to Law	2	30	30	0	
	<b>Total</b>	<b>12</b>	<b>165</b>	<b>180</b>	<b>0</b>	



### 7.2. Semester 2

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Scientific Socialism	2	30	30	0	
2	Philosophy	3	45	45	0	
3	Basic English 2	3	30	45	0	
4	Physical Education 2 *	1*	30	0	30	
5	Probability Theory and Mathematical Statistics	3	30	45	0	
	<b>Total</b>	<b>11</b>	<b>165</b>	<b>165</b>	<b>0</b>	

### 7.3. Semester 3

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Advanced Mathematics 1	4	60	60	0	
2	Real Estate Research Methods	2	45	15	30	
3	Basic Informatics	3	60	30	30	
4	Rural Development Planning	3	60	30	30	
5	Land Law	2	30	30	0	CON
	<b>Total</b>	<b>14</b>	<b>255</b>	<b>165</b>	<b>90</b>	

### 7.4. Semester 4

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Microeconomics 1	3	45	45	0	
2	Principles of Management	2	30	30	0	
3	Land Valuation	2	30	30	0	
4	Econometrics	2	30	30	0	
5	Physical Education 3 *	1*	30	0	30	
	<b>Total</b>	<b>9</b>	<b>135</b>	<b>135</b>	<b>0</b>	

### 7.5. Semester 5

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Seminar and Academic Activities	2	45	15	30	
2	Basic English 3	3	45	45	0	
3	Taxation	2	30	30	0	
4	Cadastral Mapping Techniques	3	60	30	30	
5	Principles of Marketing	2	30	30	0	
	<b>Total</b>	<b>12</b>	<b>210</b>	<b>150</b>	<b>60</b>	

### 7.6. Semester 6

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	History of the Communist Party of Vietnam	2	30	30	0	
2	Land Statistics and Inventory	2	45	15	30	
3	Political Economy	2	30	30	0	
4	Urban Development Planning	3	60	30	30	
5	Applied Informatics in Engineering 1 (AutoCAD 2D...)	2	45	15	30	
	<b>Total</b>	<b>11</b>	<b>210</b>	<b>120</b>	<b>90</b>	

### 7.7. Semester 7

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Land Statistics and Inventory	3	60	30	30	
2	Land Classification and Valuation	3	60	30	30	
3	Applied Remote Sensing in Cadastral Studies	3	60	30	30	

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
4	Applied Remote Sensing in Cadastral Studies - Practice	2	30	30	0	
5	Land Law	3	35	30	0	
6		2	30	30	0	
	<b>Total</b>	<b>16</b>	<b>275</b>	<b>180</b>	<b>90</b>	

### 7.8. Semester 8

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Entrepreneurial Thinking and Career Development	2	45	15	30	
2	Feng Shui in Real Estate	2	30	30	0	
3	Investment Project Management	2	30	30	0	
4	Land Resources Management and Exploitation	2	30	30	0	
5	Climate Change	2	30	30	0	
6	Financial Accounting	2	30	30	0	
	<b>Total</b>	<b>12</b>	<b>195</b>	<b>165</b>	<b>30</b>	

### 7.9. Semester 9

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Real Estate Business Law	2	30	30	0	
2	Real Estate Valuation	3	60	30	30	
3	Administrative Management of Land	2	30	30	0	
4	Construction Law	2	30	30	0	
	<b>Total</b>	<b>9</b>	<b>150</b>	<b>120</b>	<b>30</b>	

### 7.10. Semester 10

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Real Estate Trading Floor Management	2	30	30	0	
2	Real Estate Investment and Business	2	30	30	0	
3	Real Estate Market Management and Analysis	2	30	30	0	
4	Real Estate Brokerage	2	30	30	0	
	<b>Total</b>	<b>8</b>	<b>120</b>	<b>120</b>	<b>0</b>	

### 7.11. Semester 11

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
1	Geodesy	3	60	30	30	
2	Landscape Architecture	2	60	30	30	
3	Real Estate Practice: Real Estate Market Survey	2	30	0	30	
4	Analysis of Real Estate Business Activities	2	30	30	0	
	<b>Total</b>	<b>9</b>	<b>180</b>	<b>90</b>	<b>90</b>	

### 7.12. Semester 12

No.	Course name		Number of credits	Total periods	Class periods		Category
					Theory	Practice	
1	Establishment and Evaluation of Economic Investment Projects	Choose thesis or alternative *	2	30	30	0	
2	Project-Real Estate Major		4	105	15	90	
3	Graduation Thesis (Real Estate)		6	180	0	180	

No.	Course name	Number of credits	Total periods	Class periods		Category
				Theory	Practice	
4	Graduation Internship	4	120	0	120	
	<b>Total</b>	<b>10</b>	<b>435</b>	<b>45</b>	<b>390</b>	

(\*) If students do not meet the requirements to complete their graduation thesis, they will take alternative courses.

## 8. Guidelines for Program Implementation

### 8.1 Faculties and departments

- The faculty responsible for the academic program shall review and lead the development of detailed course outlines for fundamental, major, and specialized courses in accordance with the credit volume of this program. Provide a list of textbooks, lecture materials, and reference materials for all courses to the university library and keep them at the faculty office. At the beginning of each semester, coordinate with university units to implement the training plan on schedule.

- Assign lecturers with at least a master's degree (in the same or related fields) to teach theoretical courses, providing detailed course outlines to ensure alignment with the university's teaching plan.

- Academic advisors must thoroughly understand the entire credit-based training program to guide students in registering for courses.

### 8.2 Lecturers

- When assigned to teach one or more courses, lecturers must thoroughly study the detailed course outline to prepare lectures and appropriate teaching aids.

- Lecturers must prepare comprehensive lecture materials, textbooks, and learning resources and provide them to students for preparation before class.

- Organize seminars, emphasize group learning, and guide students in writing essays and projects. Lecturers shall determine teaching methods, deliver presentations in class, facilitate discussions, address issues in class, practice rooms, or laboratories, and guide students in writing reports.

- Focus on developing students' self-learning and research abilities throughout the teaching and practical guidance process.

- Pay attention to the logical delivery and assimilation of knowledge blocks, specify prerequisite courses for mandatory courses, and prepare to meet the teaching requirements for elective courses.

### 8.3 Students

- Students must consult academic advisors to select courses appropriate to their progress. They must study the material before class to better absorb lectures. Ensure sufficient class attendance to follow the lecturer's guidance. Be proactive in self-learning and research, actively participate in group learning, and attend all seminars.

- Actively and proactively utilize online resources and the university library to support self-learning, research, and completion of the graduation project. Strictly adhere to examination and assessment regulations.

- Regularly participate in extracurricular, cultural, sports, and arts activities to develop communication skills and social and human understanding.

#### **8.4 Facilities and equipment for teaching, practice, and internships**

- Theoretical classrooms equipped with traditional tools and additional teaching aids (projectors).

- Computer practice rooms installed with software for basic IT training.

- Practice rooms for basic physics courses equipped with tools for visual training.

- Machinery and equipment: electronic total stations, leveling instruments, etc., for practical surveying courses.

**RECTOR**

**DEPARTMENT OF  
ACADEMIC AFFAIRS**

**FACULTY**