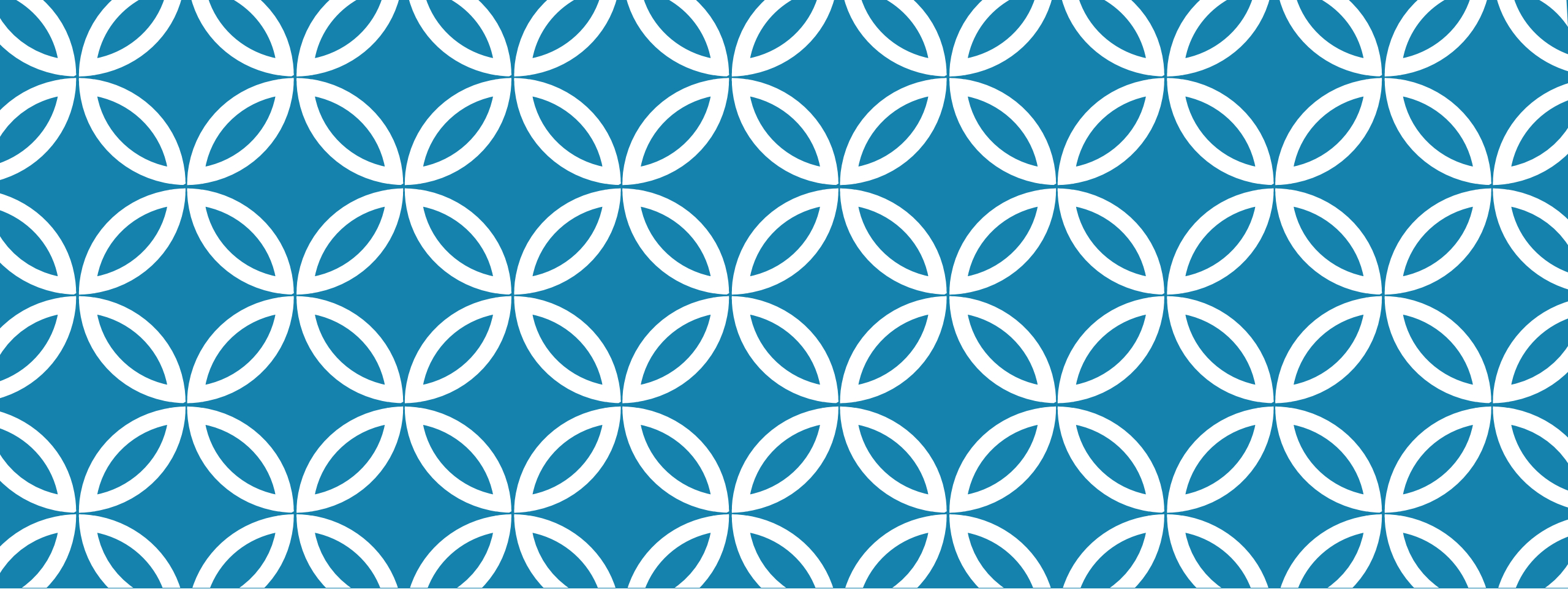




INDIVIDUAL PRESENTATION

Jennifer Nofisat Ajiboye
Student number: 2022550
Module code: BMSW4001

MY INTENDED CAREER

Although I am not entirely certain on the specific job title, I would like I am particularly fascinated with the way businesses operate. For that reason, I aspire to work within the field of Real Estate in a senior management position. Furthermore, after I have accumulated enough experience, I would like to exercise my yearning to own a business of my own. The beauty of business is the fact that it is constantly evolving, hence why there are so many opportunities and pathways that I can explore.

What is the definition of business?

Business is described as an association or enterprising establishment in connect with commercial industrial, or professional activities (Hayes).

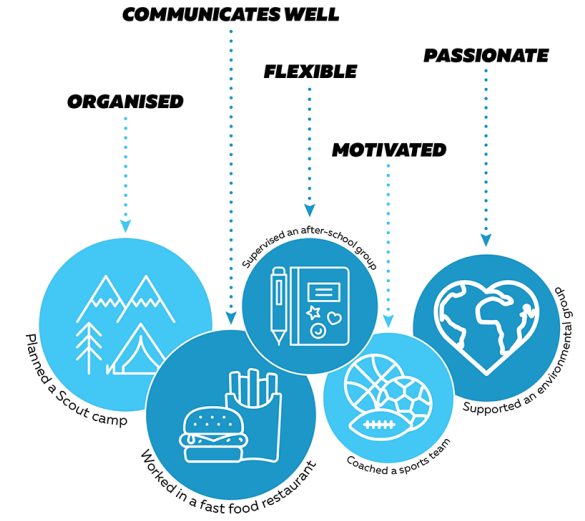
EMPLOYABLE SKILLS AND QUALITIES

Business Manager Skills

- Communication Skills
- Leadership Skills
- Time-Management Skills
- Financial Management Skills
- Negotiation Skills

Real Estate Worker Skills

- Communication Skills
- Negotiation Skills
- Selling Skills
- Organisational Skills
- Time-Management Skills



BUSINESS MANAGER AND REAL ESTATE SKILLS

Communication Skills - Being able to maintain strong communication with employees, employers and consumers (everyone and anyone ideally). There are three different types of communication - **Verbal Communication, Non-Verbal Communication, Visual Communication.**

Leadership Skills - Leadership skills refers to the measure of influence that e.g., a leader has over their team. This influence can increase the production and effort of people around and even the business itself, to ensure the business is facing the direction of reaching the goals that are trying to be obtained.

Time Management Skills - Time management refers to the process of using your time in a productive and efficient manner. This skill is very important because when used correctly it will enable me to complete tasks in a certain amount of time.

Financial management skills - This skill will enable me to manage finances well and understand how the business is doing. Budgeting for example falls under this category and allows the manager to see whether they are making a loss or gain.

Negotiation Skills - Having the ability to close deals, compromise and reach an agreement with others to obtain a beneficial outcome/reach a contract that caters to my needs.

BUSINESS MANAGER AND REAL ESTATE SKILLS

Selling skills - The ability to persuade customers in order to sell my product/to come to an agreement.

Organisational skills - The ability to stay focused on different tasks and use time and energy efficiently. This skill allows us to stay motivated and have a sense of direction.

These are the skills I feel are important when it comes to identifying what a good business manager and real estate worker should possess. I already own most of these skills through my experiences. These skills can be molded and strengthen overtime with training. Studying this module has already improved a lot of these skills for me as I now have more in depth understanding of some of these skills and genuinely have the knowledge on how to articulate and demonstrate these in my daily life, whether that's me studying at the university or using it at my current part-job my (or future job also).

QUALITIES OF A BUSINESS MANAGER AND REAL ESTATE WORKER

- Confident
- Independent
- Dedicated
- Leadership
- Interpersonal
- Responsible
- Creative
- Honest
- Problem solver
- Charismatic

Every single one of these qualities are essential, I say this as each one of these skills help build character and help prepare me overall for the roles I'm looking to work in and in my education.

A lot of these skills I already obtain, but I could improve them, to ensure I receive the best outcome for long term goals .

REAL ESTATE AGENT SALARY DISTRIBUTION IN UNITED KINGDOM

An individual working as a Real Estate Agent in the United Kingdom typically brings in around 61,600 GBP per year. Earnings range from 28,300 GBP (lowest) to 98,000 GBP (highest).

This is the average yearly income, including housing, transport, and different advantages. Realtors' pay rates fluctuate dependent on experience, abilities, sexual orientation, or area.



(www.salaryexplorer.com, n.d.)

WHAT IS REAL ESTATE?

Real estate can incorporate property, land, structures, air rights over the land, and underground rights underneath the land. The term alludes to genuine, or physical, property. Real estate alludes to delivering, purchasing, and selling property.

How Real Estate Works

“Real estate involves numerous facets, because it doesn't simply exist. It can segue from unimproved to improved. It can be purchased or sold. It might be owned by a government, by a corporate entity, or by a private party. But certain components can have a direct impact on the economy: consistent improvement of land, and the individual and entities that facilitate those transfers of ownership.”

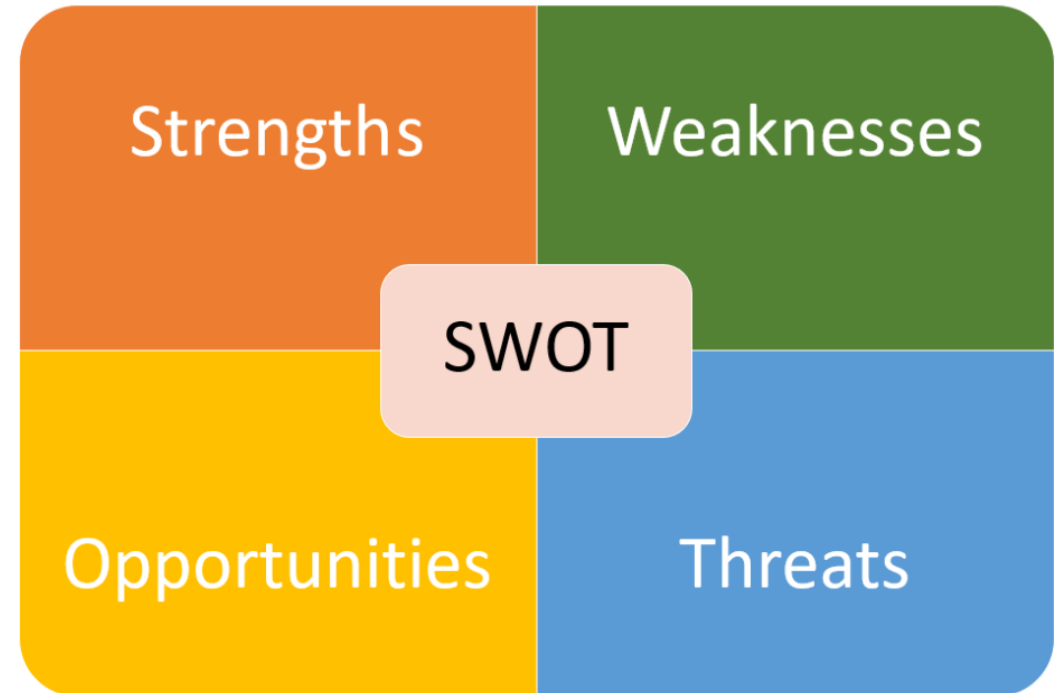
(<https://www.facebook.com/thebalancecom>, 2019)

S.W.O.T ANALYSIS

What does **S.W.O.T** analysis mean?

S.W.O.T analysis is an acronym for strengths, weaknesses, opportunities and threats.

S.W.O.T analysis is used to pinpoint your strengths and weaknesses in order to build on what you are great at and minimize weaknesses and risks in order to achieve the best outcomes and successes.



(Ceta, 2018)

S.W.O.T ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
• I communicate well with people I'm working with. • My ability to adapt to change in whatever environment. • I have a lot of patience and I'm very dedicated.	• I tend to doubt my work ethics which stops me from achieving my full potential. • I consider myself to be a perfectionist • I have trouble asking for assistance.	• While studying this course, I will have the opportunity to learn things I haven't before. • Networking with people in the job sector I desire may open doors and pathways for me.	• Due to the pandemic, it will be difficult to network with people in my sector as a lot of events have been cancelled. • This is a competitive sector which means I will have to work extra hard.



ARTICLES

(F. John Reh, 2004)

(Buckingham, 2015)

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