



ESTATE SURVEYORS AND VALUERS REGISTRATION BOARD OF NIGERIA

...Regulating the Valuation and Property Profession



SKILL SETS FOR EFFECTIVE PRACTICE OF REAL ESTATE SURVEYING AND VALUATION IN NIGERIA.

INTRODUCTION

The Real Estate industry in Nigeria is a significant contributor to the country's economy, and valuation is a vital aspect of modern business and finance. In response to a growing demand for skilled and competent professionals in Estate Surveying and Valuation, the Estate Surveyors and Valuers Registration Board of Nigeria (ESVARBON) has developed a framework for the skill sets required for effective practice in of the profession.

The Board Education Committee, a team of experts dedicated to aligning the education and training of Estate Surveyors and Valuers with industry needs, has meticulously designed this framework to tackle the challenge of skills gap in the profession. This document outlines the crucial skill sets necessary for effective practice of estate surveying and valuation in Nigeria.

The development of these skill sets is guided by the need to enhance the competence and professionalism of Estate Surveyors and Valuers, ensuring they possess the necessary knowledge, skills, and competences to deliver high-quality services to clients. This framework is designed to promote excellence in the practice of Estate Surveying and Valuation, foster innovation, and drive growth in the industry. Implementing these skill sets is a collective effort that involves stakeholders from various sectors, including educational institutions, professional bodies, and industry practitioners. By working together, we can ensure that the next generation of Estate Surveyors and Valuers are equipped with the skills and knowledge necessary to excel in this dynamic and evolving field.

This is a proactive towards regular upgrade of existing curriculum and training programs that align with industry needs to ensure that Estate Surveyors and Valuers in Nigeria are well equipped to deliver effective and efficient client services. We are confident that this framework will significantly contribute to the growth and development of the real estate industry and valuation practice in Nigeria and eagerly anticipate its successful implementation.

SKILL SETS FOR EFFECTIVE PRACTICE OF ESTATE SURVEYING AND VALUATION IN NIGERIA.

A. Generic Skill sets for Core practice areas

1.0 Enterprise management skills sets comprising:

- i. Business Leadership skills set
- ii. Entrepreneurial skills set
- iii. Accountability skills set
- iv. ICT skills set
- v. Research skills set
- vi. Communication skills set

1.1 Business Leadership Skills Set

- i. Managerial
- ii. Competence
- iii. Doggedness
- iv. Decisiveness
- v. Negotiation
- vi. Emotional intelligence

1.2 Entrepreneurial Skills Set/Abilities:

- i. Relating confidently with clients, colleagues and other professionals
- ii. Problem solving
- iii. Perseverance in uncertainty, ambiguity, risk and failure
- iv. Self-discipline and personal organisation
- v. Creativity
- vi. Strategic thinking and ability to working strategically to achieve deadlines
- vii. Team working
- viii. Setting and achieving targets
- ix. Skills for recognizing and exploiting opportunities
- x. Having the wisdom to seek advice when needed
- xi. Skills to start new ventures and succeed
- xii. Personal values: ethical, social and environmental awareness
- xiii. Networking

1.3 Accountability Skills Set:

- I. Record keeping
- II. Book keeping
- III. Time management
- IV. Financial reporting

1.4 ICT Skills Set:

- I. Social Media
- II. Email signature
- III. Software packages for Computer Assisted professional services

1.5 Research Skills Set:

- I. Critical thinking
- II. Critical analysis
- III. Data collection and presentation
- IV. Data interpretation
- V. Report writing

1.6 Communication Skills Set:

- i. Written Communication
- ii. Oral Communication
- iii. Presentation

2.0 Skills sets for specialized practice areas

2.1 Valuation Skill-Set

- i. Data collection and collation
- ii. Data analysis and interpretation
- iii. Imaginative skill (Critical thinking and creative reasoning)
- iv. Judgment
- v. Measurement
- vi. Numeracy
- vii. Creative problem solving
- viii. Report writing

- ix. Asset identification and classification
- x. Property description
- xi. Skills for Compliance to ethical standards
- xii. ICT skill-set

2.2 Marketing and Agency Skills Set

- i. Marketing and leasing
- ii. Analytical/market analysis
- iii. Networking
- iv. Negotiation

2.3 Leasing and Management skills set

- i. Skills for sourcing and attracting tenants
- ii. Skills for Leasing all property types
- iii. Negotiation
- iv. Dispute resolution
- v. Skills for Managing residents and tenants relationship

