



**EAA publishes new Examination Handbook
to introduce new format of Salespersons
Qualifying Examination to enhance standard**

(24 April 2006) The Estate Agents Authority (EAA) has published a new Examination Handbook (Handbook), outlining the changes to the Salespersons Qualifying Examination for obtaining a salesperson's licence. The Handbook is also available as a download through the EAA website, www.eaa.org.hk.

In July 2005, EAA raised the standard of the Estate Agents Qualifying Examination (EAQE) by bringing in a new format for the examination. To ensure all new salespersons meet professional standards, EAA is also increasing the level of the Salespersons Qualifying Examination (SQE) with the introduction of a new format in July 2006.

The new Examination Handbook contains the syllabi of both qualifying examinations, as well as sample questions and answers and information on registration procedures. It is available in both English and Chinese versions. Upon registration for the qualifying examinations at the Hong Kong Examination and Assessment Authority, candidates will receive a copy of the Handbook free of charge. The Handbook can also be purchased for HK\$30 at the following locations:

1. Estate Agents Authority (48/F, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong);
2. Hong Kong Examinations and Assessment Authority (3/F, 17 Tseuk Luk Street, San Po Kong, Kowloon).

Under the old system the SQE was assessed as a whole, allowing a candidate with a high overall mark to pass even if he/she performed poorly in important areas such as land searches. This will no longer be the case with the introduction of the revised SQE in July of this year.

Highlights of the changes to the SQE covered in the new Handbook are as follows:

- 1. The new SQE will consist of two parts. Candidates will be**



required to pass both parts in order to qualify.

Part I will test a candidate's knowledge of various sections of the syllabus. Part II will feature one or two comprehensive case studies portraying a real-life client situation, which will test the practical knowledge expected of salespersons, including their interpretation of a land search. Candidates will be required to pass both parts in order to qualify.

2. The new SQE will last 2 hours 30 minutes.

To compensate for the more difficult features of the new examination and to allow sufficient time for comprehension of the case studies in Part II, the new SQE will be extended from its current length of 1 hour 15 minutes to 2 hours 30 minutes.

3. All Qualifying Examinations will use a paper-based format.

To accommodate the new SQE requirements (which include case studies), the new SQE will be offered in a paper-based format only. All entrants will be required to sit the paper-based examination.

The next two Salespersons Qualifying Examinations in the new format (and the EAQE) will be held on 20 July and 9 November 2006 respectively. EAA will increase the frequency of the paper-based EAQEs and SQEs from the existing three times a year to four times a year, starting from 2007. To allow those interested in joining the estate agency trade to take both the EAQE and SQE at around the same time, the two examinations will be held in the same month (March, June, September and December) but on different dates.

Passing the qualifying examinations is a pre-requisite for obtaining a licence. For enquiries and further details regarding examinations, please call the EAA professional development hotline 2150 2468 or visit the EAA website.



The new The Estate Agents Qualifying Examination and Salespersons Qualifying Examination – A Handbook

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