

## UČNI NAČRT PREDMETA / COURSE SYLLABUS

**Predmet:** Metode trženja nepremičnin  
**Course title:** Methods of Real Estate Marketing

Študijski program in stopnja Study programme and level	Študijska smer Study field	Letnik Academic year	Semester Semester
Pravo in management infrastrukture in nepremičnin - 1. stopnja		2	1
Law and Management of Infrastructure and Real Estate – 1st degree		2	1

**Vrsta predmeta / Course type**

Obvezni/Obligatory

**Univerzitetna koda predmeta / University course code:**

Predavanja Lectures	Seminar Seminar	Sem. vaje Tutorial	Lab. vaje Laboratory work	Teren. vaje Field work	Samost. delo Individ. work	ECTS
30	0	25	0	0	70	5

**Nosilec predmeta / Lecturer:**

doc. dr. Boštjan Aver

**Jeziki /**

**Predavanja / Lectures:** Slovenski jezik/Slovenian

**Languages:**

**Vaje / Tutorial:** Slovenski jezik/Slovenian

**Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:**

Ni posebnih pogojev (izpit je v obliki izdelave in predstavitve seminarske naloge).

Vsaj 80% prisotnost na predavanjih in vajah.

**Prerequisites:**

There are no specific conditions (exam is in the form of construction and the presentation of the starters).

At least 80% attendance at lectures and tutorials.

**Vsebina:**

Predmet Metode trženja nepremičnin na dodiplomski ravni študija obravnava predvsem naslednje tematike.

**Strategija trženja** predstavlja plan, kako zasledovati cilje podjetja v posameznem tržnem segmentu in je pomembna pri naslednjih odločitvah:

**Content (Syllabus outline):**

Methods of Real Estate Marketing at the undergraduate level of the study in particular analyse following themes.

**Marketing strategy** is the plan, how the pursuit of the objectives of the company in a particular market segment and is an important by the next decisions:

- kako segmentirati trg (nepremičnin),
- na katere segmente kupcev ciljati,
- katere izdelke ali storitve ponuditi kateremu izmed segmentov,
- kakšno obliko promocije izbrati in v katerih medijih oglaševati nepremičnine,
- kakšne cene nepremičnin zaračunavati kupcem itd.

**Orodja:**

- produkt,
- prodajna cena nepremičnine,
- promocija in tržna komunikacija,
- prodajne poti pri prodaji nepremičnin,
- procesi in postopki,
- udeleženci trga nepremičnin,
- fizično okolje itd.

**Ključni kupci nepremičnin:**

- zavedanje in ustrezno ravnanje, posvečanje itd.

**Sodelovanje z zunanjo agencijo** (prednosti in slabosti, kako sodelovati?):

- Bomo tržno strategijo sposobni zastaviti in nato izpeljati sami, ali pri tem potrebujemo pomoč agencije?
- Kako se lotiti sodelovanja, priprava izhodišč?

**Priprava izhodišč za izdelavo oglasnih sporočil:**

- cilji, ki jih s sporočili želimo doseči (povečanje zavedanja, prodajni učinki ali krepitev blagovne znamke).

**S pomočjo praktičnih primerov soočiti se z izzivi sodobnih promocijskih in prodajnih kanalov.**

**Ciljno vodenje in spremljanje prodaje:**

- doseganje prodajnih ciljev z aktivnostmi, ki vodijo k uresničitvi ciljev.

- how to segment real estate market;
- on which segments of customers target;
- what products or services to offer any of the segments;
- what form of promotion select and in which media advertise real estate;
- what real estate prices charged to customers, etc.

**Tools:**

- product,
- sales price of real estate,
- promotion and marketing communication,
- sales channels for the real estate,
- the processes and procedures,
- real estate participants,
- the environment, etc.

**The key buyers of immovable property:**

- awareness and proper handling, paying...

**Cooperation with external agency** (strengths and weaknesses, how to participate?):

- Are we capable to derive marketing strategy or that we need the help of the agency?
- Addressing cooperation, preparation of the platform?

**Preparation of the platform for the production of advertisements:**

- objectives, with messages we want to achieve (increase awareness, sales effects or the strengthening of the brand).

**By means of practical examples to face the challenges of modern promotional and sales channels.**

**Target management and monitoring of the sale:**

- achieving sales targets with the operations, which lead to the achievement of the goals.

### Temeljna literatura in viri / Study Literature:

1. Kotler Phillip: Trženjsko upravljanje analiza, načrtovanje, izvajanje in nadzor.
2. Prosojnice s predavanj.

### Cilji in kompetence:

Cilji predmeta so predvsem:

- spoznati pomen trženja, prodaje in oglaševanja (na primeru nepremičnin),
- seznaniti se s pripravo tržne strategije,
- pomen ključnih kupcev nepremičnin,
- sodelovanje z zunanjo agencijo – prednosti in slabosti,
- priprava izhodišč za izdelavo oglasnih sporočil,
- s pomočjo praktičnih primerov soočiti se z izzivi sodobnih promocijskih in prodajnih kanalov,
- ciljno vodenje in spremljanje prodaje nepremičnin itd.

### Objectives and competences:

The objectives of the object are essentially:

- get to know the importance of marketing, sales and advertising (in the case of real estate),
- to acquaint themselves with the preparation of marketing strategy,
- key purchasers of real estate (property),
- cooperation with an external agency (the advantages and disadvantages),
- preparation of the starting point for making advertisements,
- by means of practical examples to face the challenges of contemporary promotional and sales channels,
- target management and monitoring of the sale of real estate, etc.

### Predvideni študijski rezultati:

Znanje in razumevanje:

- pomena trženja nepremičnin ter njihovega oglaševanja in prodaje;
- problemov pri pripravi primernega trženjskega koncepta nepremičnin;
- prednosti in slabosti sodelovanja z zunanjo nepremičninsko agencijo;
- pomena tržne strategije pri prodaji nepremičnin (na katere segmente kupcev nepremičnin ciljati; katere izdelke ali storitve ponuditi kateremu izmed segmentov; kakšno obliko promocije nepremičnin izbrati; v katerih medijih oglaševati nepremičnine; kakšne cene nepremičnin zaračunavati potencialnim kupcem itd.).

### Intended learning outcomes:

Knowledge and understanding:

- the importance of the marketing of real estate and their advertising and sales;
- problems in the preparation of a suitable marketing concept of immovable property;
- the advantages and disadvantages of cooperation with the external real estate agency;
- the importance of marketing strategies in case of sale of real estate property (real estate target segments of customers; which products or services to offer to which of the segments; what form of promotion of real estate in which the media advertise select; what real estate prices to charge potential customers,

	etc.).
<p><b>Oblike dela:</b></p> <input checked="" type="checkbox"/> Frontalna oblika poučevanja <input type="checkbox"/> Delo v manjših skupinah oz. v dvojicah <input checked="" type="checkbox"/> Samostojno delo študentov <input checked="" type="checkbox"/> e-učenje <input type="checkbox"/> drugo (vpišite) _____	<p><b>Types of learning/teaching:</b></p> <input checked="" type="checkbox"/> Frontal teaching <input type="checkbox"/> Work in smaller groups or pair work <input checked="" type="checkbox"/> Independent students work <input checked="" type="checkbox"/> e-learning <input type="checkbox"/> other _____
<p><b>Metode (načini) dela:</b></p> <input checked="" type="checkbox"/> Razlaga <input checked="" type="checkbox"/> Razgovor/ diskusija/debata <input checked="" type="checkbox"/> Delo z besedilom <input checked="" type="checkbox"/> Proučevanje primera <input type="checkbox"/> Igra vlog <input checked="" type="checkbox"/> Druge vrste nastopov študentov <input checked="" type="checkbox"/> Reševanje nalog <input type="checkbox"/> Študijski obiski podjetij ipd.) <input type="checkbox"/> Vključevanje gostov iz prakse <input type="checkbox"/> Udeležba na okrogli mizi, na konferenci	<p><b>Teaching methods:</b></p> <input checked="" type="checkbox"/> Explanation <input checked="" type="checkbox"/> Conversation/discussion/debate <input checked="" type="checkbox"/> Work with texts <input checked="" type="checkbox"/> Case studies <input type="checkbox"/> Role-play <input checked="" type="checkbox"/> Different presentation <input checked="" type="checkbox"/> Solving exercises <input type="checkbox"/> Field work (e.g. company visits) <input type="checkbox"/> Inviting guests from companies <input type="checkbox"/> Attending round table and conference

Načini ocenjevanja:	Delež (v %) / Weight (in %)	Assessment:
<p><b>Izpit:</b> pozitivno ocenjena seminarska naloga (teorija in praktični primer), predstavitev seminarske naloge (v power pointu) in ustni odgovori na zastavljena vprašanja v povezavi s tematiko seminarske naloge.</p>	<b>100 %</b>	<p><b>Exam:</b> favourably assessed seminar order (theory and practical example), the presentation of the starters (in power point) and the replies to the questions asked in connection with the topics of the seminars.</p>

**Reference nosilca / Lecturer's references:**

Doc. dr. Boštjan Aver je doktoriral na Ekonomski fakulteti Univerze v Ljubljani in pridobil aprila 2004 naziv doktor znanosti s področja poslovanja in organizacije ter ima tudi docenturo s področja poslovna ekonomija in je imel docenturo s področja financ in računovodstva. **Izkušnje s področja metod trženja** si je v preteklosti pridobil v okviru opravljanja funkcije direktorja JP Komunalno podjetje Logatec (od 13. julija 2013 do 31. julija 2021) ter od septembra 2007 do oktobra 2009 kot predsednik uprave Vzajemne zdravstvene zavarovalnice, d.v.z., in pred tem več let direktor sektorja za finance, računovodstvo in kontroling. Od leta 2000 do začetka leta 2004 je bil zaposlen v Banki Koper d.d., nazadnje kot vodja enote za Planiranje in nadzor in pred tem vodja kontrolinga. Bil je predavatelj pri predmetu »Poslovne finance« na Fakulteti za Management Koper, od septembra

2007 dalje je nosilec predmeta »Trženje nepremičnin« na Evropski pravni fakulteti v Novi Gorici ter je več let sodeloval kot gostujoči profesor na Ekonomski fakulteti v Ljubljani. Je bil tudi gostujoči profesor na »European School of Law and Governance«, European University in Kosovo. Na Gea College - Fakulteti za podjetništvo je bil nosilec predmeta »Učinkovitost, uspešnost in plačilna sposobnost podjetja« in je še vedno nosilec predmeta »Upravljalna ekonomija«, kjer obravnava tudi tematike trženja.

Doc. dr. Bostjan Aver obtained a Ph.D in Economics at the Faculty of Economics in Ljubljana, receiving the title of Doctor of Science in the field of Management and Organisation in April 2004. He is currently Assistant Professor of Business Economics and was Assistant Professor of Finance and Accounting. **The practical experience about methods of marketing** has obtained from 13. July 2013 till 31. July 2021 as been the Director of the public company Komunalno podjetje Logatec and from September 2007 till October 2009 as CEO of the Mutual Health Insurance company Vzajemna Zdravstvena Zavarovalnica and before that for several years, from 2004 to 2007, he has been Head of Finance, Accounting and Controlling. From 2000 to the beginning of 2004 he was employed at Banka Koper d.d, lastly as Head of Planning and Monitoring and before that Head of Controlling. Dr. Aver is the author of numerous scientific and technical articles, mainly in the field of finance, accounting, controlling and project management. He teaches "Real Estate Marketing" at the European Faculty of Law in Nova Gorica. For several years he has been cooperating with the Faculty of Economics of the University of Ljubljana as a visiting professor. He is also a visiting professor at the "European School of Law and Governance", European University in Kosovo. Currently dr. Aver is focusing on "*Effectiveness, efficiency and solvency of the company*" and "*Managerial Economics*" at Gea College - Faculty of Entrepreneurship, where is focus also on marketing.