

Reasons Why the Post Secondary Education is Required

Today's land agents are required to do more than just negotiate with land owners. They are the face of industry and must be skilled and knowledgeable in many areas to carry out the responsibilities outlined by their employer. They face challenges in effective communication, problem solving, technology and time management. Most educated people acquire skills and abilities that will assist them in overcoming these challenges. Some characteristics of an educated person are outlined below:

- a) ***The ability to think critically.*** An educated land agent uses critical thinking to ask pertinent questions and make well-thought-out decisions in their roles as land agents, coordinators, managers and employers.
- b) ***The ability to write well.*** Every person who successfully completes post secondary education should be able to express their ideas effectively through writing. Whether sending e-mails, drafting agreements, writing reports or letters, an educated land agent should be able to adjust their writing style accordingly to reach a particular audience.
- c) ***Effective oral communication.*** Educated land agents should be able to articulate their ideas verbally in order to successfully maintain good relations in a negotiation, conduct effective presentations, and transfer information in a clear, concise manner.
- d) ***Computer literacy.*** Computers are part of everyday life. Educated land agents, at the very least, should be proficient in word processing, e-mailing, and internet research.
- e) ***The ability to work well with others.*** Working well with others achieves common goals. Educated people treat those who are unlike them with respect and understanding. Land Agents must be sensitive to individual differences and concerns while focusing on their goal of reaching an agreement.
- f) ***The ability to retrieve information on any given topic.*** Education teaches prospective land agents how to find information. Whether through libraries, periodicals, data bases or the internet, educated individuals will be called upon to search and find information through these and other sources.
- g) ***Problem solving skills.*** Most problems are open to examination and creative solution. Land agents will always be faced with problems which require inventive thinking. Effective problem solving will lead to appropriate solutions.
- h) ***Time management.*** Educated people are familiar with prioritizing, planning, setting goals and meeting deadlines, skills that land agents definitely benefit from in carrying out their duties and responsibilities.

In summary, education results in a **variety** of life enhancing and practical skills that are essential in the success of a land agent.