

SEE **PROPERTY** AS AN OPENING



**UK / China
Exchange
Programme**



RICS

CBRE
CB RICHARD ELLIS
世邦魏理仕

With our wide-ranging expertise and a truly international outlook, CB Richard Ellis helps to shape the built environment on a scale no other company can match.

Our graduate programmes reflect the breadth of our business in all sectors.

SEE YOURSELF HERE?

It's the flexibility of an open mind that we look for in our graduates. You'll be bright, confident, ambitious, and open to the challenge of responding to a rapidly evolving property market in a company that is leading that response.

You'll be rewarded with an environment that offers you unparalleled career opportunities across the world. We will stretch your potential, welcome your ideas and embrace your individuality.

UK / China Exchange Programme

CB Richard Ellis (CBRE), supported by the Royal Institution of Chartered Surveyors (RICS), is offering a unique opportunity for selected second and final year UK real estate students to gain overseas work experience.

The successful candidates will spend six to twelve weeks during the summer of 2010 in general practice work experience in a CBRE office within Greater China - the fastest growing region of the world. At the end of the placement, each student will submit a short research paper (the topic of which will be agreed between the student and CBRE).

This opportunity is open only to students of relevant RICS-accredited courses. The scheme started in 2007 and will run for five years, with up to five places available in any one year.

Details of the application and selection process are shown below. All applications must be endorsed by the student's Course Director and must be received by CBRE on or before 12th February 2010.



Could this be the opening for you?



Target Candidates

The programme is open to all students fulfilling all of the following criteria:

- Undergraduate and postgraduate students attending an RICS-accredited course within the general practice arena (including real estate, estate management, valuation, planning & development) at universities across the UK;
- Students undertaking full-time, part-time, sandwich or distance learning;
- Students in their second year (of a 3-year course), or second or third year (of a 4-year course); or any year of a postgraduate course;
- Students able to take up a 6 to 12 week placement in one of the CBRE offices within the Greater China region between July and September of the year of application.

Student Application

Interested students should submit their application to their Supervisor or Course Director, including:

- a resume
- a letter of application (approximately 1500 words) covering:
 - the reasons for your application;
 - your career aspirations;
 - your current knowledge of CB Richard Ellis;
 - your current knowledge of the real estate market in China.

Course Director Endorsement

Course Directors are invited to select a maximum of two (2) candidates from their university in any nomination period. Course Directors should forward details of their nominated candidates directly to CBRE including (only one (1) can be from a postgraduate course):

- The individual student's resume and letter of application;
- A statement on the student's academic record and achievements;
- A letter of support for the student, outlining the University's reasons for supporting the application, for example including details of the student's motivation, interest and extra-curriculum profile.



Selection Criteria

At interview, short-listed candidates will be expected to display evidence of development of the following attributes:

Commercial Awareness

- Understands the economic and financial factors influencing the property markets
- Builds economic, business and market knowledge through education, networks and reading
- Broadly understands different client types – e.g. private clients, multi-national corporations, institutional investors, developers – and their commercial drivers and needs

Collaboration

- Proactively and readily shares time, support, knowledge and information with others
- Takes ownership of projects and responsibilities; gets things done
- Listens to others' views, concerns and opinions
- Is able to collaborate to build and work within an internal network of peers
- Demonstrates awareness of own limitations and is willing to ask for help where needed

Positive Personal Traits and Interpersonal Skills

- Radiates energy; is enthusiastic and energetic; remains positive and upbeat under pressure
- Proactively demonstrates initiative and is able to “think outside the box”
- Is able to communicate confidently, is courteous and attentive
- Prioritizes activities of value and plans own work accordingly, seeking advice where necessary
- Pays attention to detail
- Puts in the effort to achieve a high level of performance and professionalism; wants to be “a winner”
- Demonstrates enthusiasm to learn and develop; displays evidence of developing own career plan and goals, identifying and taking advantage of personal and professional development opportunities
- Is involved in external activities or networks such as social committees, sporting activities, charities, school alumni organizations, etc.



Additional Details

- “CBRE” refers to CB Richard Ellis Limited; “RICS” refers to the Royal Institution of Chartered Surveyors.
- The “Greater China Region” refers to the People’s Republic of China, Hong Kong and Taiwan.
- Applications from Course Directors must be sent to CBRE to be received on or before 12th February 2010.
- Candidates’ applications and Course Directors’ submissions will be assessed by members of the RICS Education & Membership Committee.
- Selected candidates will be required to attend a first-round interview with a panel of CBRE and RICS assessors; short-listed candidates will also attend a second interview with a senior manager of CBRE. The interview process will be conducted in London in March.
- Placements will be offered to successful candidates on/before 9th April and must be accepted on/before 16th April.
- Placements will be for 6 to 12 weeks between July and September of the year of application.
- A minimum of five placements will be available in any one year (CBRE reserve the sole discretion to offer more places if they so wish in any one year).
- Successful candidates will be required to enter into a temporary contract with CBRE, and to apply for a relevant visa to visit the Greater China region.
- Successful candidates will be required to work in a city within the Greater China region. The placement and city for each student will be at the discretion of CBRE.
- At the end of their placement, each successful candidate shall submit a research paper, the topic of which shall be agreed between the candidate and CBRE, and which shall form part of the candidate’s day-to-day activities whilst at CBRE.
- The cost of one return economy flight from/to the UK, relevant visa arrangements, and shared accommodation for each successful candidate will be borne by CBRE.



Comments from Previous Participants

Received from

James Latham, placement in Shanghai, July/August 2008

*BSc Land Management with MSc/Diploma in Urban Planning and Development
University of Reading*

“ Nothing can prepare you for what living and working in Shanghai is like... it has been the single most incredible experience of my life! Working for CBRE in such a phenomenally exciting city has made me turn considering working abroad into a matter of when I will work abroad.

I will take a new found technical confidence into my last year at university as I have been given the opportunity to work with a variety of people on numerous projects, interacting with an array of clients, contributing to the market success of CBRE. ”

Received from

Calum Wright, placement in Shanghai, July/August 2008

Property & Finance, University of Aberdeen

“ From a professional point of view, the skills that I have learnt from working in CBRE have been invaluable. I now feel confident that I have what it takes to make the next step in my life, from being a university student to a competent graduate chartered surveyor. When I go home I'm going to sleep, because on the CBRE China exchange programme you live life to the full. ”

Received from

Li Tan, placement in Shanghai, July/August 2008

MSc Real Estate Economics & Finance, London School of Economics

“ Coming to the end of the eight weeks Exchange Programme, I still can not believe how time has gone so fast. CBRE is very friendly and pleasant place to work in, and at the same time, people also take serious responsibility and work hard. The on job work experience has given me a chance to get insight into how real estate business actually works in China, and also allowed me to put what I have learned at the University into practice. On a personal level also wanted to know what I really want in terms of career direction. The experience in CBRE has definitely helped me with making the decisions. ”

Received from

Ms. Emma Byrne, placement in Beijing, July/August 2007

MA Property, University of Aberdeen Business School

“ Working with the consulting team has also allowed me to put what I have learnt at university into practice and has forced me to relate things I have learnt to a very different market and economy.

You can never be bored in China and it has been the most challenging and fulfilling time of my life. Thank you to CBRE for giving me this opportunity and thank you to everyone who made it possible. ”



Comments from Previous Participants

Received from

Ben Ridgway, placement in Beijing, July/August 2007

*BSc Estate Management, School of the Built Environment
Northumbria University, Newcastle-upon-Tyne*

“ I have thoroughly enjoyed my time at CB Richard Ellis in Beijing and relished the opportunity of working in such a dynamic market. I have been excited by some of the projects I have been able to work on and have gained invaluable insight into how corporate real estate operates.

I would like to thank CB Richard Ellis for this invaluable experience, which I hope will be the start of a profitable relationship for both in years to come. ”

Received from

Paul Hicks, placement in Beijing, July/August 2007

*BSc Property Management and Investment, Faculty of the Built Environment
University of the West of England, Bristol*

“ The expectations of being granted a place on the CB Richard Ellis & RICS placement to China were outweighed by actually experiencing it. ”

Received from

Mr. Ian Austin, placement in Shanghai, July/August 2007

BSc Property & Finance, University of Aberdeen Business School

“ This placement truly has been a life changing experience and a very steep learning curve. I have learned so much both on a professional and personal level. This placement puts you in contact with so many people and creates endless opportunities. I consider myself truly privileged to have been selected to come on this programme. ”

Received from

Mr. Matthew Hussey, placement in Shanghai, July/August 2007

*BSc Land Management, Department of Real Estate & Planning,
University of Reading*

“ The CBRE network has allowed me to explore many more possibilities worldwide than I could have anticipated. Building relationships, and the ability to adapt to ones surroundings are essential components here, as they are anywhere else. ”

Received from

Clive Nichol, placement in Shanghai, July/August 2007

*BSc Estate Management, School of the Built Environment
Northumbria University, Newcastle-upon-Tyne*

“ It has been amazing working for CBRE. The organisation of the company and the support I was given even as a placement student was more than impressive. I will take the things I have learnt and experienced into my final year at University and I look forward to applying them when I eventually start my career. ”



About CB Richard Ellis

CB Richard Ellis is the largest vertically-integrated real estate services firm in the world, with unparalleled intellectual capital, unmatched global capabilities, and a platform built on leadership in every major local market. Headquartered in Los Angeles, CB Richard Ellis has approximately 30,000* employees worldwide in more than 300 countries.

As the global leader in real estate with more than 200 years of experience, CB Richard Ellis is the one company that can offer thousands of possibilities through a single strategic advisor. With an unmatched Asian network of more than 40 offices throughout the region, encompassing Hong Kong, Shanghai, Beijing, Guangzhou, Shenzhen, Chengdu, Tianjin, Hangzhou, Dalian, Qingdao, Wuhan, Chongqing, Shenyang, Macau, Taiwan, Singapore, Japan, Korea, India, Indonesia, Philippines, Thailand and Vietnam, we are able to develop local market intelligence into measurable results for clients in these dynamic growth markets.

* Excludes partner offices

A copy of this document and details can be found on the CB Richard Ellis websites for Hong Kong and China at www.cbre.com.hk and www.cbre.com.cn