

## Skill Check #1

**Instructions:**

Read the questions below and complete the answers. This skill check covers information in Chapter 1 of the Management of Residential Issues Participant Guide. You may use your book to complete this skill check. Once completed, your instructor will provide you with an answer key and you will grade yourself!

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1.

What are the three keys to good customer service?

- Communication
- Attitude
- Relationships

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2.

What is the cost of turnover when a resident leaves a community?

- The cost of turnover is generally more than \$2 months rent per move out.

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3.

What are the 5 techniques to building rapport?

- Express a genuine interest in the other person.
- Be genuinely friendly.
- Create physical rapport.
- Be an active listener.
- Seek agreement.

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4.

What are the 10 techniques for dealing with people from different cultures?

- Know it's all right to notice the cultural differences between people
- Resist the temptation to stereotyping
- Do not lump groups together
- A foreign accent does not indicate the speaker is uneducated or cannot understand you.
- Non-native speaker of English may sound rude and demanding when they do not listen to.
- Choose your vocabulary carefully
- Avoid negative phrasing
- Watch for signs that you have not been understood
- Participate in the communication process
- Take time to build relationships slowly

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Continued on next page

# Certified Apartment Manager Study Guide

**Rosetta E. Parker**

## **Certified Apartment Manager Study Guide:**

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**CAM Certified Apartment Manager Unofficial Practice Review Questions** Mike Yu,Examreview,2024-05-30 Book updated May 2024 Congratulations on taking the first step towards becoming a Certified Apartment Manager CAM This book is designed to help you prepare thoroughly for the CAM exam by providing a comprehensive set of practice questions covering all the key topics you'll encounter on the test Whether you're new to the field of apartment management or seeking to enhance your existing skills and knowledge this book is your ultimate companion Inside you'll find a wide range of questions meticulously crafted to mirror the content of the CAM exam Each question is accompanied by a detailed explanation ensuring that you not only understand the correct answer but also grasp the underlying concepts With practice questions spanning various areas such as leasing maintenance resident relations financial management and legal compliance you'll be well equipped to tackle any challenge the exam throws your way Use this book to assess your understanding identify areas for improvement and build the confidence needed to excel on exam day Whether you prefer to study systematically or dip in and out as needed this book is your essential tool for success

**CAM Exam Unofficial Practice Questions for the NAA Certified Apartment Manager Exam** Mike Yu,Examreview,2021-11-05 The CAM Certified Apartment Manager credential allows one to demonstrate the skills knowledge and ability necessary to manage an apartment community and achieve the owners investment goals These are the topics covered Domain I Managing the Sales Process Domain II Managing Resident Relations Domain III Managing the Physical Property Domain IV Managing Personnel Domain V Managing and Analyzing Financial Performance Domain VI Evaluating the Property Domain VII Evaluating Market Analysis Data Domain VIII Evaluating Financial Data Domain IX Evaluating Potential Economic Benefits Through Alternatives This product has 90 questions We create these self practice test questions module referencing the concepts and principles currently valid in the exam Each question comes with an answer and a short explanation which aids you in seeking further study information For purpose of exam readiness drilling this product includes questions that have varying numbers of choices Some have 2 while some have 5 or 6 We want to make sure these questions are tough enough to really test your readiness and draw your focus

to the weak areas Think of these as challenges presented to you so to assess your comprehension of the subject matters The goal is to reinforce learning to validate successful transference of knowledge and to identify areas of weakness that require remediation The Guide to National Professional Certification Programs Philip M. Harris,2001 The job market continues to change Highly skilled and specialized workers are in demand Traditional education cannot meet all the needs to create specialty skill workers Certification provides up to date training and development while promoting individual or professional skills and knowledge in a focused manner Certification as a way of continuing professional eduction can also be more cost effective

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