

# Course Outcome Guide (COG)

Approved 10/12/2017

<b>Course:</b>	BUSN 250: Principles of Real Estate	<b>Credits:</b>	3	<b>Instructor:</b>	Certified Real Estate Agent
<b>Course Description:</b>	General Introduction to real estate as a business and as a profession. The course is designed to acquaint the students with the wide range of subjects and terminology necessary to the practice of real estate. This introductory course in fundamentals will include the nature of real estate and ownership, principles and concepts of title transfer, title insurance, real estate marketing, financing, contract law and agency, leasing, taxation, insurance development, appraising and state license law.				
Concepts and Issues	Process Skills	Assessment Tasks	Intended Outcomes		
			Course	General Education or Program	Institutional
<ul style="list-style-type: none"> <li>Nature of real estate and ownership</li> <li>Title transfer</li> <li>Title insurance</li> <li>Marketing</li> <li>Financing</li> <li>Contract law</li> <li>Agency, leasing, taxation, and insurance development</li> <li>Appraising</li> <li>State license law</li> <li>Typical real estate transactions</li> <li>Deeds</li> <li>Escrow</li> <li>Ethics</li> </ul>	<ul style="list-style-type: none"> <li>Analyze trends in the real estate industry within various markets</li> <li>Understand the various components of real estate</li> <li>Understand why it is imperative to be sensitive to issues within culture and diversity</li> <li>Communicate effectively through froth oral and written presentations</li> <li>Conduct research and analyze information, as applied to real estate, by using both human and technological resources</li> <li>Work effectively as a team member through group projects, case analyses, and problem analysis</li> </ul>	<ul style="list-style-type: none"> <li>Participation in class activities and discussions</li> <li>Reflections</li> <li>Individual or group projects</li> <li>Individual or group presentations</li> <li>Case studies</li> <li>Completion of exams demonstrating mastery of content</li> </ul>	<ol style="list-style-type: none"> <li>1. Explain the traditional steps in a straightforward real estate transaction</li> <li>2. Develop thorough understanding of Real Estate as a business and potential profession</li> <li>3. Exercise analytical, communication, and presentation skills through use of technological aids, such as Microsoft Office and the Internet</li> </ol>	<ul style="list-style-type: none"> <li>Assess the internal and external environments in which businesses operate to determine appropriate strategies</li> <li>Demonstrate knowledge of diverse cultures and value systems</li> </ul>	<ul style="list-style-type: none"> <li>Students will demonstrate effective communication skills</li> <li>Students will demonstrate knowledge of diverse cultures and value systems.</li> </ul>