

# ASSOCIATE IN ARTS DEGREE

## Psychology

Transfer Preparation \* (Major Code: 01850)

Designed to serve several goals: to expose students to the variety of subfields in psychology; to engender knowledge of and appreciation for the spirit and nature of scientific inquiry; to facilitate insight into oneself and increase knowledge of and sensitivity to others; and to introduce students to the basic body of knowledge, thus preparing them for further study in psychology as a transfer major.

PSYC 101	General Psychology	3
PSYC 211	Learning	3
PSYC 230	Developmental Psychology	3
PSYC 260	Physiological Psychology	3
PSYC/ SOC 270	Statistical Methods of Psychology (3) OR	3-4
MATH 119	Elementary Statistics (4)	
Complete 3-4 units from electives		3-4
<b>Total units</b>		<b>18-20</b>

Electives: BIOL 100 and 101; BIOL 130, 180, 190.

*To earn an associate degree, additional general education and graduation requirements must be completed. See page 49.*

- \* Students planning to transfer to a four-year college or university should complete courses specific to the transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center. See catalog TRANSFER COURSES INFORMATION section on page 32 for further information.

# Real Estate

## School of Social Sciences, Business and Humanities

**Dean** Mark Meadows, Ph.D., Office 215, 619-482-6460

**Faculty** Gail Stockin, M.A.

**Department Chair** Gail Stockin, M.A.

### General Description

The field of real estate focuses on real property and land use affairs, and it explores the principles, practices, finances, economics, laws, regulations, appraisal and valuation, management, escrow, title, insurance, sales, marketing, development, ownership, contracts, ethics, and brokerage of structures and land. Real estate is interdisciplinary in nature, combining aspects of law, finance, and community development with the study of sociology and human psychology.

### Career Options

Below is a sample of the career options available for the real estate major. Most of these require a certificate of achievement or an associate in science degree, some require a bachelor's degree, and a few require a graduate-level degree: licensed broker, licensed salesperson, appraiser, escrow officer, insurance agent, claims adjuster, real estate administrator or manager, investment specialist, urban planner, government employee, public relations agent, lawyer, researcher, tax advisor, and property manager.

### Degree/Certificate Options

	Major Code
<b>Associate in Arts Degree: Transfer Preparation</b>	
Real Estate	01170
<b>Associate in Science Degree: Career/Technical</b>	
Real Estate	02130
<b>Certificates of Achievement</b>	
Broker License	02131
Real Estate	02133
Salesperson License	02132
<b>Certificates of Proficiency</b>	
Real Estate—Basic	01022

*Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.*



## ASSOCIATE IN ARTS DEGREE

### Real Estate

Transfer Preparation \* (Major Code: 01170)

Prepares a student for positions with organizations involved in marketing, financing, development, management of real property as well as for government careers involving real property assessment, condemnation, management of publicly owned lands, and control of land utilization.

ACCT 101	Principles of Accounting I	4
ACCT 102	Principles of Accounting II—Managerial	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 212	Business Communication	3
CIS 101	Introduction to Computers and Information Processing	4
ECON 101	Principles of Economics I	3
ECON 102	Principles of Economics II	3
MATH 119	Elementary Statistics	4
MATH 120	Calculus for Business Analysis	4
RE 101	Real Estate Principles	3

**Total units** **35**

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## ASSOCIATE IN SCIENCE

### Real Estate

Career/Technical (Major Code: 02130)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 212	Business Communication	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290–293	Work Experience in Real Estate I–IV (2–4)	2–4

**Total units** **31–33**

Recommended Electives: BUS 123, 183; CIS 121A or 121B; PSYC 101; RE 114, 120.

*To earn an associate degree, additional general education and graduation requirements must be completed. See page 49.*

## CERTIFICATES

### Broker License

Certificate of Achievement

Career/Technical (Major Code: 02131)

To qualify for the broker license examination, the student must complete eight courses in addition to other experience and educational requirements. Five of the eight courses must include: RE 102, 104, 106, 108 or ACCT 101, and RE 110.

RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics (3)	3
	OR	3-4
ACCT 101	Principles of Accounting I (4)	
RE 110	Real Estate Appraisal	3

**Complete 9 units from the courses listed below:** **9**

BUS 140	Business Law/The Legal Environment of Business (3)	
RE 101	Real Estate Principles (3)	
RE 114	Property Management (3)	
RE 120	Escrow Principles (3)	

**Total units** **24-25**

### Real Estate

Certificate of Achievement

Career/Technical (Major Code: 02133)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 211	Communication in Business and Industry	
	OR	3
BUS 212	Business Communication	
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290-293	Work Experience in Real Estate I-IV (2-4)	2-4

**Total units** **31-33**

## Real Estate—Basic

Certificate of Proficiency

Career/Technical (Major Code: 01022)

Prepares students to pass the California Real Estate exam.

RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3

**Complete three units from one of the following courses:** **3**

RE104	Real Estate Finance (3)	
RE106	Legal Aspects of Real Estate (3)	
RE114	Property Management (3)	
RE108	Real Estate Economics (3)	
RE110	Real Estate Appraisal (3)	

**Total units** **9**

## Salesperson License

Certificate of Achievement

Career/Technical (Major Code: 02132)

To qualify for the Salesperson License Certificate, the student must complete all of the following courses.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 114	Property Management	3
RE 120	Escrow Principles	3

**Total units** **31**



Some courses within this program may require additional coursework that must be completed prior to enrollment in those courses. Please consult the individual course listings for prerequisites and any other limitations on enrollment.