

Salesperson License

Certificate of Achievement

Career/Technical (Major Code: 02132)

To qualify for the salesperson license examination, the student must complete Real Estate Principles (RE 101). Then prior to issuance of the original license or within eighteen months after issuance, he/she must complete two additional basic real estate courses from the courses below.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	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 **28**

Note: To qualify for the salesperson license examination, RE 101 and 102 must be completed. Prior to the issuance of the original license or within eighteen months after issuance, two additional courses from the following list must be completed: ACCT 101; BUS 140; RE 104, 106, 108, 110, 114, 120.

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, 110, ACCT 101 or, RE 108. The remaining three courses to be selected from the following: RE 101, 114, 120, and BUS 140.

Recording Arts and Technology Communication

School of Arts and Communication

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Faculty James Henry

Department Chair Eric Maag, 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

Associate in Science Degree: Career/Technical

Recording Arts and Technology	02538
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Certificate of Achievement

Recording Arts and Technology	02537
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Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.



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.

ASSOCIATE IN SCIENCE DEGREE

Recording Arts and Technology

Career/Technical (Major Code: 02538)

Prepares students for employment in studio recording, television, and film sound production. Builds on their recording industry technical education in recording arts and recording technology. Contributes to the student's financial independence, career success, and allows them to take key roles within the digital audio recording and sound mixing fields.

First Semester

RA&T 100/ Music Technology 3
MUS 100

RA&T 110/ Music Business/Career Overview 3
MUS 150

RA&T 120/ Recording Techniques 3
MUS 151/
TELE 151

OR

TELE 151/ Recording Techniques 3
MUS 151/
RA&T 120

Second Semester

ELEC 100 Introduction to Electronics 3

RA&T 105/ Electronic Music Technology 3
MUS 155

RA&T 121 Audio Recording Technology I 2

Third Semester

BUS 120 Introduction to Business 3

RA&T 122 Audio Recording Technology II 4

TELE 290 Professional Media Work Experience I 2

Fourth Semester

MUS 107 American Popular Music 3

RA&T 123 Audio Recording Technology III 4

TELE 291 Professional Media Work Experience II 2

Complete 8 units from required electives 8

Total units 43

Required Electives: BUS 136, 150, 211.

To earn an associate degree, additional general education and graduation requirements must be completed. See page 51.

CERTIFICATES

Recording Arts and Technology

Certificate of Achievement

Career/Technical (Major Code: 02537)

Prepares students for employment in studio recording, television, and film sound production. Builds on their recording industry technical education in recording arts and recording technology. Contributes to the student's financial independence, career success, and allow them to take key roles within the digital audio recording and sound mixing fields.

First Semester

RA&T 110/ Music Business/Career Overview 3
MUS 150

RA&T 120/ Recording Techniques 3
MUS/TELE 151

OR

TELE/ Recording Techniques 3
MUS 151/RA&T 120

Second Semester

ELEC 100 Introduction to Electronics 3

RA&T 121 Audio Recording Technology I 2

Third Semester

RA&T 122 Audio Recording Technology II 4

TELE 290 Professional Media Work Experience I 2

Fourth Semester

RA&T 123 Audio Recording Technology III 4

TELE 291 Professional Media Work Experience II 2

Complete 9 units from required electives 9

Total units 32

Required Electives: BUS 150, RA&T 100, 105.