

BUSINESS STUDIES

REAL ESTATE

Certificate of Proficiency

Real estate is a program of specialized courses in real estate designed primarily for the practitioner. Successful completion of study will entitle the student to a certificate in real estate. The organization of the program will allow the student to apply the courses toward a degree program (see Marketing-A.A.S.). It is open to those meeting general college admission requirements.

- 5 s.h. Principles of Real Estate* (BUSN 290)
 - 3 s.h. Real Estate Law (BUSN 267)
 - 3 s.h. English I (ENGL 151)
 - 3 s.h. Business Mathematics (MATH 147)
 - 3 s.h. Salesmanship (BUSN 279)
 - 3 s.h. Small Business Management (BUSN 170)
 - 3 s.h. Principles of Marketing (BUSN 134)
 - 3 s.h. Business Law (BUSN 251)
 - 6 s.h. Electives
- 32 s.h.

Total Credits 32

Elective Courses:

- 3 s.h. Business Communications (BUSN 210)
- 3 s.h. Integrated Office Software (CSIT 123)
- 3 s.h. American State and Local Government (POLI 262)
- 3 s.h. Principles of Accounting I (ACCT 161)
- 3 s.h. General Psychology (PSYC 172)
- 3 s.h. Principles of Advertising (BUSN 270)

*BUSN 290 or Real Estate Sales Licensure required. If license is submitted as prerequisite to program, substitute 5 s.h. of Business electives.