



CURRICULUM GUIDE 2006-2007

BUSINESS CERTIFICATES OF COMPLETION

Including Real Estate Sales Agent and Real Estate Sales Broker Associate

Requirements for Certificate of Completion:

- a) Complete satisfactorily the courses listed for the particular certificate.
- b) Complete at least 50% of the required units at Ohlone College.
- c) Maintain a 2.0 grade point average.

REAL ESTATE SALES AGENT

This is the first certificate in a series of three. Students may subsequently complete the Certificate of Completion in Real Estate Sales Broker Associate and the Certificate of Achievement in Real Estate Sales Broker. A person entering the real estate field in the State of California must qualify as a sales agent before practicing in sales, mortgage sales, or business sales.

RE-117	Computer Applications in Real Estate	3
RE-121	Real Estate Principles	3
Choose a minimum of two courses from the following:		
BA-102A	Principles of Economics-Macroeconomics	3
BA-102B	Principles of Economics-Microeconomic	3
BA-106	Applied Accounting	3
RE-122	Real Estate Practice	3
RE-124	Legal Aspects of Real Estate OR	3
BA-141A	Business Law	(3)
RE-126	Real Estate Finance	3
RE-128	Real Estate Appraisal	3
RE-149	Real Estate Property Management	<u>3</u>
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REAL ESTATE SALES BROKER ASSOCIATE

This is the second certificate in a series of three. A person wishing to attain the status of a Real Estate Broker should progress by earning a certificate for the Real Estate Sales Broker Associate before completing the Real Estate Sales Broker Certificate of Achievement.

RE-122	Real Estate Practice	3
RE-124	Legal Aspects of Real Estate OR	3
BA-141A	Business Law	(3)
RE-126	Real Estate Finance	3

Choose a minimum of two courses from the following (minimum 6 units):

BA-102A	Principles of Economics-Macroeconomics	3
BA-102B	Principles of Economics-Microeconomics	3
BA-106	Applied Accounting	3
RE-128	Real Estate Appraisal	3
RE-149	Real Estate Property Management	<u>3</u>
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