



**CURRICULUM GUIDE
2008-2009**

**BUSINESS
CERTIFICATES OF ACCOMPLISHMENT**

Including Real Estate Sales Agent and Real Estate Sales Broker Associate

Requirements for Certificate of Accomplishment:

- 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

Students may subsequently complete the Certificate of Accomplishment 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-Microeconomics	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

After completing the certificate for Real Estate Sales Agent, 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 and then 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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