



**CURRICULUM GUIDE  
2009-2010**

**BUSINESS  
CERTIFICATES OF ACCOMPLISHMENT**

**Including International Business; 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.

**INTERNATIONAL BUSINESS**

BA-115	Career Communication	3
BA-136	Introduction to International Business	3
BA-137	Introduction to International Marketing	3
BA-141C	An Introduction to International Law OR	3
BA-142	International Economics	(3)
SPCH-105	Intercultural Communication	3
WEX-185A2	Work Experience Education OR	2
BA-138A	Services Export Marketing AND	(1)
WEX-185A1	Work Experience Education	<u>(1)</u>
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## 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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