



CURRICULUM GUIDE 2019-2020

REAL ESTATE SALES AGENT/BROKER ASSOCIATE

Certificate of Achievement in Real Estate Sales Agent/Broker Associate

This pathway certificate of achievement helps to prepare students to pursue entry-level careers in today's fast-paced Real Estate industry. Real estate agent responsibilities include marketing listings and providing guidance to buyers and sellers. This curriculum is designed to prepare students for employment in many allied professions such as real estate salesperson, real estate broker, developers, appraisers, title officers, property managers, and mortgage advisor. The goal of the Certificate of Achievement in Real Estate Sales Agent/Broker Associate is to prepare students for the first step toward completing the Associate in Arts in Real Estate Sales Agent/Broker.

Requirements for Certificate of Achievement:

- a) Complete Major Field courses.
- b) Complete at least six units at Ohlone College.
- c) Maintain a 2.0 grade point average in Major Field courses.

Student Learning Outcomes

1. Communicate contractual obligations to the client and document the various types of alternative dispute resolutions.
2. Define the role and benefit of appraisals and appraisal reports.
3. Explain how the property management field provides a service for property owners.

MAJOR FIELD

BA-101A	Financial Accounting	5
BA-102A	Principles of Economics-Macroeconomics	3
RE-121	Real Estate Principles	3
RE-122	Real Estate Practice	3
RE-124	Legal Aspects of Real Estate	<u>3</u>
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