

BUSN121

STUDENT WARNING: This course syllabus is from a previous semester archive and serves only as a preparatory reference. Please use this syllabus as a reference only until the professor opens the classroom and you have access to the updated course syllabus. Please do NOT purchase any books or start any work based on this syllabus; this syllabus may NOT be the one that your individual instructor uses for a course that has not yet started. If you need to verify course textbooks, please refer to the online course description through your student portal. This syllabus is proprietary material of APUS.

Course Summary

Course : BUSN121 **Title :** Real Estate Practice

Length of Course : 8

Prerequisites : N/A **Credit Hours :** 3

Description

Course Description: This course provides an introduction to real estate from an operations viewpoint. Students will have the opportunity to discuss and review terminology, concepts and best practices on how to manage the basic functions within the real estate industry. Topics will include structure of leases, real estate development, negotiations, marketing, and other issues associated with the real estate practice

Course Scope:

This course is divided into 8 weeks and is organized to give students a broad context in which to study best practices in real estate as a business and profession. Real estate related Internet Resources are available.

Objectives

LO 1: Identify the characteristics and skills for a Real Estate Agent career and the path to State Licensure.

LO 2: Explain the process of selecting a Real Estate Brokerage and beginning a career in Real Estate sales using technology.

LO 3: Describe the process of listing and selling residential properties and specialized properties.

LO 4: Compare and contrast dealing with difficult people and difficult situations to avoid problems in Real Estate sales.

LO 5: Discuss the importance of client follow-up and referrals as a Real Estate Agent.

LO 6: Distinguish a Real Estate path and explore roads less traveled.

LO 7: Explain change in the Real Estate industry from the Real Estate agent perspective.

LO 8: Discover a career as a licensed Real Estate Agent in a specific State.

Outline

Week 1:

Topic

Is Real Estate for you? Getting your License

Learning Objectives

LO #1

LO #8

Assignments

Week 1 Introduction Forum

Week 1 Forum Discussion

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 1 and 2

Week 2:

Topic

Choosing a Company

Getting Started

Agency Technology

Learning Objectives

LO #2

LO #3

Assignments

Week 2 Forum Discussion

Assignment #1

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 3, 4, 5, 6

Week 3:

Topic

Listing Property

Selling Property

Specialized Properties

Learning Objectives

LO #3

Assignments

Week 3 Forum Discussion

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 7, 8, 9

Week 4:

Topic

Avoiding Problems

Difficult People and Situations

Learning Objectives

LO #3

LO #4

Assignments

Week 4 Forum Discussion

Assignment #2

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 10 and 11

Week 5:

Topic

Client follow-up and Referrals

Surviving

Learning Objectives

LO #3

LO #4

LO #5

Assignments

Week 5 Forum Discussion

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 12 & 13

Week 6:

Topic

Where to from here?

Roads Less Traveled

Learning Objectives

LO #3

LO #6

Assignments

Week 6 Forum Discussion

Assignment #3

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 14 & 15

Week 7:

Topic

Special Messages and People

Change

Learning Objectives

LO #2

LO #5

LO #7

Assignments

Week 7 Forum Discussion

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Text: Edwards, Kenneth W. Chapters 16 & 17

Week 8:

Topic

Final Encouraging Words

Learning Objectives

LO#1

LO #6

LO #8

Assignments

Week 8 Forum Discussion

Assignment #4

Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Text: Your Successful Real Estate Career

Edwards, Kenneth W.

Text: Floyd & Allen Chapter 18

Evaluation

Grading:

Name	Grade %
Forums	40.00 %
Introduction	4.44 %
Week 1 Forum	4.44 %
Week 2 Forum	4.44 %
Week 3 Forum	4.44 %
Week 4 Forum	4.44 %
Week 5 Forum	4.44 %
Week 6 Forum	4.44 %
Week 7 Forum	4.44 %
Week 8 Forum	4.44 %
Assignments	60.00 %
Assignment 2: Listing Properties and Dealing with Difficult Situations Paper (Week 4)	15.00 %
Assignment 4: Personal SWOT Analysis for Success in Real Estate (Week 8)	15.00 %
Assignment 1 - Path to Licensure and Selecting a Brokerage Research Paper (Week 2)	15.00 %
Assignment 3 - Real Estate Goals Paper (Week 6)	15.00 %
Extra Credit	5.00 %
Constitution Day	5.00 %

Materials

Book Title: Your Successful Real Estate Career-E-book available in the APUS Online Library

Author: Edwards, Kenneth W.

Publication Info: AMACOM

ISBN: 9780814473191

Book Title: To find the library e-book(s) req'd for your course, please visit <http://apus.libguides.com/er.php> to locate the eReserve by course #. You must be logged in to eCampus first to access the links.

Author: N/A

Publication Info: N/A

ISBN: N/A

Course Guidelines

Citation and Reference Style

- Students will follow APA format as the sole citation and reference style used in written assignments submitted as part of coursework to the School of Business.
- Please note that no formal citation style is required on forum assignments in the School of Business—only attribution of sources (please see details regarding forum communication below).

Tutoring

- [Tutor.com](https://www.tutor.com) offers online homework help and learning resources by connecting students to certified tutors for one-on-one help. AMU and APU students are eligible for 10 free hours of tutoring provided by APUS. Tutors are available 24/7 unless otherwise noted. Tutor.com also has a SkillCenter Resource Library offering educational resources, worksheets, videos, websites and career help. Accessing these resources does not count against tutoring hours and is also available 24/7. Please visit the APUS Library and search for 'Tutor' to create an account.

Late Assignments

- Students are expected to submit classroom assignments by the posted due date and to complete the course according to the published class schedule. The due date for each assignment is listed under each assignment.
- Generally speaking, if arrangements are not made in advance, a late penalty of 10% will be assessed for any assignment submitted 1-7 days past the due date. Assignments will not be accepted after the 7th day. No work will be accepted past the final day of class, unless prior arraignments have been made with the instructor.
- As a working adult, your time is limited and often out of your control. Faculty may be more flexible if they know ahead of time of any potential late assignments.

Turn It In

- Faculty may require assignments be submitted to Turnitin.com. Turnitin.com will analyze an assignment submission and report a similarity score. Your assignment submission is automatically processed through the assignments area of the course when you submit your work.

Academic Dishonesty

- Academic Dishonesty incorporates more than plagiarism, which is using the work of others without citation. Academic dishonesty includes any use of content purchased or retrieved from web services such as CourseHero.com or Scribd. Additionally, allowing your work to be placed on such web services is academic dishonesty, as it is enabling the dishonesty of others. The copy and pasting of content from any web page, without citation as a direct quote, is academic dishonesty. When in doubt, do not copy/paste, and always cite.

Submission Guidelines

- Some assignments may have very specific requirements for formatting (such as font, margins, etc) and submission file type (such as .docx, .pdf, etc). See the assignment instructions for details. In general, standard file types such as those associated with Microsoft Office are preferred, unless otherwise specified.
- It is the student's responsibility to ensure the all submitted work can be accessed and opened by the instructor.

Disclaimer Statement

- Course content may vary from the outline to meet the needs of a particular group or class.

Communicating on the Forum

- Forums are the heart of the interaction in this course. The more engaged and lively the exchanges, the more interesting and fun the course will be. Only substantive comments will receive credit. Although there is a final posting day/time after which the instructor will grade and provide feedback, it is not sufficient to wait until the last day to contribute your comments/questions on the forum. The purpose of the forums is to actively participate in an on-going discussion about the assigned content.
- “Substantive” means comments that contribute something new and important to the discussion. Thus a message that simply says “I agree” is not substantive. A substantive comment contributes a new idea or perspective, a good follow-up question to a point made, offers a response to a question, provides an example or illustration of a key point, points out an inconsistency in an argument, etc.
- As a class, if we run into conflicting view points, we must respect each individual's own opinion. Hateful and hurtful comments towards other individuals, students, groups, peoples, and/or societies will not be tolerated.
- Students must post a response to the weekly forums prompt and post the required number of replies to other students – refer to the grading rubric and/or forum instructions for specific expectations on number of replies and word count requirements.
- The main response to the forum need to be provided mid-week – refer to the grading rubric and/or forum instructions for specific expectations. Late main response posts to a forum will not be accepted without prior instructor approval.
- Replies must be posted in the week due and replies after the end of the each week will not be graded.

Quizzes and Exams

- Quizzes and exams may consist of true/false, multiple choice, and short essay questions. Each quiz/exam is accessible only once. Once a quiz/exam is accessed, you will not be able to access it again if you disconnect. Therefore, allocate time to complete your quiz. Weekly quizzes must be submitted by midnight Eastern Time, Day 7 of the assigned week. Late quizzes or exams will not be accepted without prior instructor approval.

University Policies

[Student Handbook](#)

- [Drop/Withdrawal policy](#)
- [Extension Requests](#)
- [Academic Probation](#)
- [Appeals](#)
- [Disability Accommodations](#)

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