

- B. Veterans who have completed at least one year of honorable active service will receive up to three units of credit for exercise science which will satisfy the activity requirement for graduation. To receive credit for military service, a DD-214 and appropriate military records must be submitted to the Admissions and Records Office.
- 4. Achievement of a "C" average (2.0 GPA) in all college work counted toward general education requirements.
- 5. Achievement of a "C" grade or better in all courses counted toward the major. (P/NP grading not accepted for the major.)
- 6. A maximum of 12 "P"* semester units taken in regular course work at this institution may be counted toward the 60 semester units required for graduation but shall not be included as part of the requirements for the major.
- 7. A minimum of 12 semester units of Legal Specialty courses must be completed at Cuyamaca College.

*A grade of "P" (Pass) represents a "C" grade or better.

For more information regarding degree requirements, see Degree Requirements and Transfer Information section.

REAL ESTATE

I. REAL ESTATE

In the Real Estate curriculum, special attention is given to the California Department of Real Estate license requirements. This degree program is designed to prepare students for employment in real estate or related fields. It also meets the educational requirements for the California Real Estate Broker's License and helps prepare the student for both the salesperson and broker state examinations. Most real estate classes also meet educational requirements for appraisal licensing.

Program Learning Outcomes

Upon successful completion of this program, students will be able to:

- Differentiate and describe the essential elements and legal effects of various real estate documents, steps in an escrow, real estate financing and investment, and real estate valuation techniques.
- Differentiate and describe how to conduct oneself in a professional and ethical manner in any real estate office.

CAREER OPPORTUNITIES

- Agent
- †Appraiser
- Broker
- Builder/Developer
- *Economist
- Escrow Officer/Trust Manager
- Investor
- Lender/Financial Institution
- Property Manager
- Salesperson
- Title Officer

*Bachelor Degree or higher required

†California Bureau of Real Estate Appraisers License required

Associate in Science Degree Requirements:

Course	Title	Units
RE 190	Real Estate Principles	3
RE 191	Real Estate Practice	3
RE 192	Real Estate Finance	3

RE 193	Real Estate Legal Aspects	3
RE 194	Real Estate Appraisal	3
		15

Select three of the following including one Accounting course:

BUS 110*	Introduction to Business	3
BUS 120	Financial Accounting	4
or		
BUS 109	Elementary Accounting	3
RE 197	Real Estate Economics	3
RE 201	Real Estate Property Management	3
RE 250*	Real Estate Internship	1-4
Elective	(select one elective from below)	3
		7-11

Electives:

BUS 125	Business Law: Legal Environment of Business	3
RE 204	Real Estate Office Administration	3

Total Required 22-26
Plus General Education Requirements

*Non Department of Real Estate Licensing course

Certificate of Achievement

Students who complete only the major requirements above qualify for a Certificate of Achievement in Real Estate. An official request must be filed with the Admissions and Records Office prior to the deadline as stated in the Academic Calendar.

II. BROKER'S LICENSE

In the Real Estate curriculum, special attention is given to the California Department of Real Estate license requirements. This is an overall comprehensive program that will provide the student with the educational requirements needed to take the examination for a State of California Real Estate Broker license. An applicant for the broker license must have taken the eight (8) real estate courses required for this Broker's License Certificate of Achievement before taking the California State Broker Examination.

Program Learning Outcomes

Upon successful completion of this Certificate of Achievement, students will be able to:

- Differentiate and describe the essential elements and legal effects of various real estate documents, steps in an escrow, real estate financing and investment, and real estate valuation techniques.
- Differentiate and describe how to conduct oneself in a professional and ethical manner in any real estate office.

Course	Title	Units
RE 190	Real Estate Principles	3
RE 191	Real Estate Practice	3
RE 192	Real Estate Finance	3
RE 193	Real Estate Legal Aspects	3
RE 194	Real Estate Appraisal	3
RE 201	Real Estate Property Management	3
BUS 109	Elementary Accounting	3
or		
BUS 120	Financial Accounting	4
BUS 125	Business Law: Legal Environment of Business	3
		3
Total Required		24-25

Certificate of Achievement

Students who complete the requirements above qualify for a Certificate of Achievement in Broker's License. An official request must be filed with the Admissions and Records Office prior to the deadline as stated in the Academic Calendar.

UNIVERSITY STUDIES: BUSINESS AND ECONOMICS

The Associate Degree in University Studies with an Area of Emphasis is intended to accommodate the differing requirements of a wide variety of transfer institutions and major options. Because admission and major preparation requirements vary at each four-year transfer institution, courses used to complete this degree should be selected with the assistance of a counselor. The completion of the University Studies Degree does not guarantee acceptance into either a baccalaureate major or a four-year institution.

REQUIREMENTS:

I. California State University (CSU) General Education Breadth

1. Complete CSU General Education Breadth (see Degree Requirements and Transfer Information section).
2. Earn a grade of "C" or better in 30 of the required 39 semester units of general education to include all courses in Area A and the Mathematical/Quantitative Reasoning courses in Area B.
3. Credit earned through external examinations, i.e., AP, will be applied towards general education in accordance with Cuyamaca College policies. Please note: This may be different than how the external exam is used on a CSU certification.
4. Complete a minimum of 18 units in an Area of Emphasis (listed below).
5. Complete a minimum of 60 degree applicable CSU transferable semester units.
6. Earn a cumulative GPA of 2.0 in all college course work completed.
7. Meet Cuyamaca College residence requirements for graduation (see Admission Information).

OR

II. Intersegmental General Education Transfer Curriculum (IGETC) for CSU or UC

1. Complete IGETC Certification (see Degree Requirements and Transfer Information section).
2. Earn a grade of "C" or better in all IGETC courses.
3. Credit earned through external examinations, i.e., AP, will be applied in accordance with Cuyamaca College policies. Please note: This may be different than how the external exam is used on an IGETC certification.
4. Complete a minimum of 18 units in an Area of Emphasis (listed below).
5. Complete a minimum of 60 degree applicable UC transferable semester units for UC University Studies.
6. Earn a cumulative GPA of 2.0 in all college course work completed.
7. Meet Cuyamaca College residence requirements for graduation (see Admission Information).

AND

III. Area of Emphasis

- A. Business and Economics
- B. Communication and Language Arts