

CUYAMACA COLLEGE
COURSE OUTLINE OF RECORD

REAL ESTATE 250 – REAL ESTATE INTERNSHIP

75 hours paid or 60 hours non-paid work experience per unit, 1-4 units

Catalog Description

Practical work experience in the real estate industry. *Occupational cooperative work experience credit may accrue at the rate of one to eight units per semester for a total of sixteen units, and students must work 75 paid hours or 60 non-paid hours per unit earned. May be taken for a maximum of twelve units in Real Estate.*

Prerequisite

None

Course Content

To acquaint students with daily, weekly and monthly activities of a real estate office. May include:

- 1) Office administrative duties
- 2) Liaison with escrow, title companies and lenders
- 3) Making market surveys and comparisons
- 4) Performing duties as assigned by the supervising broker which do not require a real estate license

Course Objectives

Students will be able to:

- 1) Develop specific educational goals to be completed during the semester which will enhance problem solving, critical thinking, and communication skills required to perform effectively within the real estate field.
- 2) For each goal, develop a training plan which includes implementation processes and procedures and a completion date.
- 3) Function professionally in a typical real estate workplace environment.
- 4) Assess future training needs for a career as a real estate professional.
- 5) Explain the role and professional and ethical responsibilities of a real estate professional.

Method of Evaluation

A grading system will be established by the instructor and implemented uniformly. Grades will be based on demonstrated proficiency in subject matter determined by multiple measurements for evaluation, one of which must be essay exams, skills demonstration or, where appropriate, the symbol system.

- 1) Instructor will work with each student to analyze and upgrade the student's job performance based on forms completed by the supervisor, the student's self-evaluation, and the instructor/supervisor evaluation.

Special Materials Required of Student

None

Minimum Instructional Facilities

Real estate office

Method of Instruction

Supervised interchange between student and supervisor. The majority of the student's time will be spent on the job training.

Out-of-Class Assignments

Tasks assigned by the supervisor

Texts and References

- 1) Required: Standard industry materials
- 2) Supplemental: None

Student Learning Outcomes

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

- 1) Develop specific educational goals related to real estate which will enhance problem solving, critical thinking, and communication skills required to perform effectively within the real estate field.
- 2) Develop a training plan which includes implementation processes and procedures and a completion date for their specific educational goals related to estate.
- 3) Function professionally in a typical real estate workplace environment.
- 4) Assess future training needs for a career as a real estate professional.
- 5) Identify potential ethical situations in a Real Estate office and the appropriate actions to take.