

# LANSING COMMUNITY COLLEGE

## CURRICULUM GUIDE

Real Estate  
Associate in Business Degree

Curriculum Code: 0130 (Effective Fall 2011 – Summer 2016)

Real estate agents rent, buy, and sell property for clients on a commission basis. Agents may study property listings to learn about what is for sale; keep informed of property values, market conditions and mortgage options; find prospects and develop leads and referrals; interview prospective clients to solicit listings; show property sites; draw up listings and contracts; negotiate loans on property; prepare marketing plans using advertising strategies such as open houses; and assist clients with available mortgage options. **Not all courses in this program transfer to all colleges.** Students planning to transfer should see an academic advisor before enrolling in any course.

### PREREQUISITES

Students should see *Course Descriptions* or *Course Offerings* for course prerequisite information. See the *Assessment and Placement Testing* section for skills assessment and advising information.

### INFORMATION

Contact the Business & Economics Department, Gannon Building, Room 190, telephone number (517) 483-1522 (Website: [www.lcc.edu/business/](http://www.lcc.edu/business/)) or Academic Advising Department, Gannon Building, Room 212, telephone number (517) 483-1904.

### REQUIREMENTS

| CODE     | TITLE                          | TOTAL: 36 CREDITS<br>CREDIT HOURS |
|----------|--------------------------------|-----------------------------------|
| MGMT 234 | Diversity in the Workplace     | 3                                 |
| MKTG 119 | Mktg/Manage Your Profess Image | 3                                 |
| MKTG 120 | Sales                          | 3                                 |
| MKTG 200 | Principles of Marketing        | 3                                 |
| REAL 273 | Real Estate Investment         | 3                                 |
| REAL 274 | Real Estate License Exam       | 3                                 |
| REAL 275 | Real Estate Financing          | 3                                 |
| REAL 277 | Property Management            | 3                                 |
| REAL 279 | Residential Appraisal          | 3                                 |
| REAL 280 | Real Estate Law                | 3                                 |
| SPCH 110 | Oral Comm in the Workplace     | 3                                 |
| WRIT 127 | Business Writing               | 3                                 |

### LIMITED CHOICE REQUIREMENTS

TOTAL: 24-29 CREDITS

Complete the indicated number of credits from **EACH CHOICE** listed below.

#### CHOICE 1: General Education Core Areas

6-9 Credits

(See *General Education Core Requirements* for information on how to fulfill these requirements.)

Core area proficiency exams, where appropriate, are available for each core area.)

|  |     |
|--|-----|
| Communication Core Area (See Note 1)                     | 0   |
| Global Perspectives and Diversity Core Area (See Note 1) | 0   |
| Mathematics Core Area                                    | 3-4 |
| Science Core Area  | 3-5 |
| Writing Core Area (See Note 1)                           | 0   |

|   |                    |
|---|--------------------|
| <b>CHOICE 2: Accounting</b>             | <b>3–4 Credits</b> |
| ACCG 100 Practical Accounting Non–Major | 3                  |
| ACCG 101 Accounting Info for Management | 3                  |
| ACCG 210 Principles of Accounting I     | 4                  |

|   |                   |
|---|-------------------|
| <b>CHOICE 3: Real Estate Related (See Note 2)</b> | <b>12 Credits</b> |
| ARCH 100 Intro to Architectural Drawing           | 3                 |
| BLDT 100 Introduction to Construction             | 3                 |
| BUSN 118 Introduction to Business                 | 3                 |
| BUSN 160 Starting a Business                      | 4                 |
| BUSN 161 Writing a Business Plan                  | 2                 |
| CIVL 120 Surveying                                | 4                 |
| ECON 201 Principles of Economics–Micro            | 4                 |
| LEGL 221 Real Estate Transaction                  | 3                 |
| MGMT 225 Principles of Mgmt/Leadership            | 3                 |
| MGMT 228 Organization Behavior                    | 3                 |
| MGMT 239 Time and Stress Management               | 3                 |
| MKTG 140 Introduction to Advertising              | 3                 |
| MKTG 210 Marketing on the Internet                | 3                 |
| MKTG 221 Consumer Behavior                        | 2                 |
| MKTG 229 Public Relations                         | 2                 |
| REAL 271 Introduction to Real Estate              | 2                 |

|  |                    |
|--|--------------------|
| <b>CHOICE 4: Computer Related (See Note 3)</b> | <b>3–4 Credits</b> |
|--|--------------------|

**MINIMUM TOTAL 60**

**NOTES:**

1. Students completing "REQUIREMENTS" have fulfilled the requirements for this Core area.
2. Students should confer with a Business & Economics Department advisor to assure that selection of Limited Choice courses will best fit their career plans.
3. Choose CIT\_ prefix courses not already used to meet degree requirements.

**SUGGESTED COURSE SEQUENCE**

Students should see course descriptions to find out when departments plan to offer courses. Students who for any reason are unable to follow the course sequence suggested below (for example, those who are part-time, have transferred in courses from another school, or have prerequisites to fulfill) should contact an academic advisor for help with adjustments.

| I        | II       | III      | IV       |
|----------|----------|----------|----------|
| MKTG 119 | MKTG 120 | MKTG 200 | MGMT 234 |
| REAL 274 | REAL 275 | REAL 273 | REAL 277 |
| SPCH 110 | REAL 280 | REAL 279 | Lim.Ch.  |
| WRIT 127 | Lim.Ch.  | Lim.Ch.  | Lim.Ch.  |
| Lim.Ch.  | Lim.Ch.  | Lim.Ch.  | Lim.Ch.  |