

LANSING COMMUNITY COLLEGE

CURRICULUM GUIDE

Real Estate
Associate in Business Degree

Curriculum Code: 0130 (Effective Fall 2014 – Summer 2019)

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](#) for course prerequisite information. See [Academic Assessment and Placement Testing for Student Success](#) for skills assessment and advising information.

INFORMATION

Contact the Business & Economics Department, Gannon Building, Room 131, telephone number (517) 483-1522 (Website: www.lcc.edu/business/) or Academic Advising Department, Gannon Building, Room 200, telephone number (517) 483-1904.

REQUIREMENTS

CODE	TITLE	TOTAL: 29 CREDITS 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 271	Introduction to Real Estate	2
REAL 273	Real Estate Investment	3
REAL 274	Real Estate Pre-License Fund	3
REAL 275	Real Estate Financing	3
REAL 277	Property Management	3
REAL 279	Residential Appraisal	3

LIMITED CHOICE REQUIREMENTS

TOTAL: 31-37 CREDITS

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

CHOICE 1: [General Education Core Areas](#)

13-17 Credits

(Click the link above for information on how to fulfill these requirements. Core area proficiency exams, where appropriate, are available for each core area.)

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

CHOICE 2: Accounting	3–4 Credits
ACCG 100 Practical Accounting Non–Major	3
ACCG 101 Accounting Info for Management	3
ACCG 210 Principles of Accounting I	4

CHOICE 3: Computer Related (See Note 2) **3–4 Credits**

CHOICE 4: Real Estate Related (See Note 3)	12 Credits
ARCH 100 Intro to Architectural Drawing	3
BUSN 118 Introduction to Business	3
CIVL 120 Surveying	4
ECON 201 Principles of Economics–Micro	4
INSU 265 Principles Risk and Insurance	3
LEGL 215 Busn Law I, Basic Principles	3
LEGL 221 Real Estate Transaction	3
MGMT 225 Principles of Mgmt/Leadership	3
MGMT 228 Organization Behavior	3
MKTG 140 Introduction to Advertising	3
MKTG 210 Marketing on the Internet	3
MKTG 221 Consumer Behavior	3
MKTG 229 Public Relations	3

MINIMUM TOTAL **60**

NOTES:

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

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	REAL 271	MKTG 200	MGMT 234
MKTG 120	REAL 273	REAL 279	REAL 277
REAL 274	REAL 275	Lim.Ch.	Lim.Ch.
	Lim. Ch.	Lim.Ch.	Lim.Ch.
	Lim.Ch.		Lim.Ch.