

San Antonio College

Degree or Certificate Program and Concentrations

Learning Outcomes & Measures

Date: November 30, 2005

Division: Professional & Technical Education **Dean:** Dr. Lula W. Pelayo

Department/Discipline: Business/Real Estate

Chair/Director: Vernell E. Walker **Program Coordinator:** Johnnie Rosenauer

Building Name and Room: Moody Learning Center (MLC) 510

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I. Degree, Certificates or Concentration or Unit in Support of:

Associate of Applied Science in Real Estate

II. Expected Program/Unit Learning Outcomes:

Students will be able to

- Meet pre-licensing educational requirements for both a Salesperson and Broker's Real Estate license.
- Fulfill all Continuing Education requirements (excluding specific Legal and Ethics updates which are each 3 classroom hours in length) to maintain their Sales or Broker's Licenses.
- Function in a variety of roles within the real estate industry as well as perform personal investing and/or management duties of their own properties.
- Demonstrate a working knowledge regarding basic real estate concepts
- Articulate an overview of the standard real estate contracts and will further have an understanding of the unauthorized practice of law.
- Demonstrate a firm foundation upon which to base further activities and study regarding promulgated real estate contracts in Texas

III. Measures of Program/Unit Learning Outcomes:

- Locally Developed Exams and Assignments
- Capstone Experience
- Performance on License Exams (where applicable)
- Satisfaction Surveys (Alumni, Employers, Grad School Advisor, Parents, etc.)

A. To ensure that our program/unit reaches these goals, our faculty members pursue the following outcomes:

- Use critical thinking to analyze contemporary issues.
- Demonstrate effective oral and/or written communication of ideas, informed opinions, and/or values.
- Demonstrate the ability to work effectively independently and/or in collaborative problem-solving groups.
- Identify principles and applications of personal, civic, and/or economic responsibility.
- Participate actively (class discussion, volunteerism, presentations, etc.) in issues significant to citizenship in contemporary society.
- Recognize the importance of diversity of opinion, abilities and cultures.

B. To achieve these program/unit outcomes, faculty members employ the following strategies:

- Update degree plans and certificates to respond to changes in each discipline
- Improve departmental advisement by providing information sheets for adjunct faculty.
- Share course offerings and changes with current students
- Hold open house or career information sessions for specific programs

IV. List of Courses in Degree, Certificate or Concentration Program or Unit in Support of:

Real Estate AAS Degree
 RELE 1406 Real Estate Principles
 RELE 2301 Law of Agency
 RELE 1311 Real Estate Law of Contracts
 RELE 1321 Real Estate Marketing*
 RELE 1303 Real Estate Appraisal
 RELE 1319 Real Estate Finance
 RELE 1309 Real Estate Law
 RELE 2380 Co-op Education Real Estate
 *RELE 1315 Property Management
 Or

*RELE 1307 Real Estate Investments may be substituted for RELE 1321.

V. Department Faculty and Staff

Chair: Vernell E. Walker

Full-Time	Part-Time
Johnnie Rosenauer, Ed.D., Professor	Faye Bracey, Instructor
	M.B. Carroll, Instructor
	Michelle Evans, Instructor

	Joe Jeffers, Instructor
	Bob Reynolds, Instructor

APPROVED: _____ **Date:** _____
(Signature of Dean)

Five Year Review Assessments:

The Five Year Review Assessments and recommendations were addressed by increasing enrollment through out-reach activities in the community and at the college, improving department faculty advisement by cross-training full-time faculty in all program, and continuously monitoring departmental performance and efficiency.