

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

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

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

Real Estate Level 1 Certificate

II. Expected Program/Unit Learning Outcomes: Students who successfully complete this certificate will be able to:

- Meet pre-licensing educational requirements for both a Salesperson and Broker's Real Estate license.
- Meet the initial requirements (1st year renewal) to maintain their Salesperson's license
- Function in some 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.

III. Measures of Program/Unit Learning Outcomes:

- Locally Developed Exams and Assignments
- Capstone Experience
- Performance on License Exams (where applicable)
- Satisfaction Surveys

- 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 Certificate
 RELE 1406 Real Estate
 RELE 2301 Law of Agency
 RELE 1311 Law of Contracts
 2 RELE Elective from the following list:
 RELE 1315 Property Management
 RELE 1321 Real Estate Marketing
 RELE 1303 Real Estate Appraisal
 RELE 1319 Real Estate Finance
 RELE 1309 Real Estate Law
 RELE 1307 Real Estate Investment

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.