

**LIST B: select two (6–7 units)**

**6–7**

Any courses not selected above, any CSU transferable political science 6–7 units courses, and/or other courses that are articulated as lower division preparation for the political science major at a CSU, or any CSU transferable introductory course in the social sciences (i.e., articulated as filling CSU GE Area D).

|                    |   |              |
|--------------------|---|--------------|
| PS 101             | Introduction to Political Science (3)       |              |
| PS 103             | Introduction to Comparative Government (3)  |              |
| PS 104             | Introduction to International Relations (3) |              |
| MATH 119           | Elementary Statistics (4)                   |              |
|                    | OR  |              |
| SOC 270/PSYC 270   | Statistical Methods of Sociology (3)        |              |
| <b>Total units</b> |   | <b>18–20</b> |

\* Students planning to transfer to a four-year college or university should complete courses specific to the transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center. See catalog TRANSFER COURSES INFORMATION section on page 45 for further information.

**PUBLIC ADMINISTRATION** 

**ASSOCIATE IN ARTS DEGREE  
TRANSFER PREPARATION \* (MAJOR CODE: 01860)**

Public administration courses provide skills for paraprofessionals in public employment such as school districts and cities, county agencies, state agencies, and various federal positions.

**Program Student Learning Outcome Statement:**

- Identify key terms and apply major theoretical perspectives relevant to current and historical trends.

|                    |  |           |
|--------------------|--|-----------|
| ACCT 101           | Principles of Accounting I                           | 4         |
| CIS 101            | Introduction to Computers and Information Processing | 4         |
| ECON 101           | Principles of Economics I                            | 3         |
| ECON 102           | Principles of Economics II                           | 3         |
| MATH 119           | Elementary Statistics                                | 4         |
| PS 102             | Introduction to American Government and Politics     | 3         |
| <b>Total units</b> |  | <b>21</b> |

To earn an associate degree, additional general education and graduation requirements must be completed. See page 64.

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# PSYCHOLOGY

## SCHOOL OF ARTS, COMMUNICATION, AND SOCIAL SCIENCES

**DEAN:** William Kinney, M.A., Office 702B, 619-482-6372  
**FACULTY:** Christopher Hayashi, M.A., Ed.D.; Jan Koontz, Ph.D.; Danielle McAneny, M.A.; Thomas Murray, Ph.D.; Lina Rocha, M.A.  
**DEPARTMENT CHAIR:** Christopher Hayashi, M.A., Ed.D.

### GENERAL DESCRIPTION

Psychology is both a natural and social science in which people study human and animal behavior. As such, it is a broad department which includes basic science and the application of basic science in everyday life. Learning concentrates on the use of scientific methods to understand and predict behavior, to develop procedures for changing behavior, and to evaluate treatment strategies. Areas of study within psychology are social psychology, developmental psychology, comparative psychology, cognitive psychology, organizational psychology, counseling psychology, and experimental psychology.

### CAREER OPTIONS

Below is a sample of the career options available for the psychology major. A few of these require an associate degree, most require a bachelor's degree, and some require a graduate-level degree: personnel manager, drug abuse counselor, research assistant, research analyst, psychometrist, marriage/family/child counselor, high school or college counselor or instructor, test validation and development specialist, personnel technician, training specialist, outreach worker, behavior analyst, consultant, opinion survey designer, mental health worker, employment counselor, and psychologist.

| DEGREE/CERTIFICATE OPTIONS                            | MAJOR CODE |
|---|------------|
| <b>Associate in Arts Degree: Transfer Preparation</b> |            |
| Psychology  | 01850      |
| Psychology for Transfer (SB1440)                      | 01855      |

Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary for you to achieve your academic goal.

## ASSOCIATE IN ARTS DEGREE

PSYCHOLOGY ASSOCIATE IN ARTS DEGREE  
TRANSFER PREPARATION \* (MAJOR CODE: 01850)

Designed to serve several goals: to expose students to the variety of subfields in psychology; to engender knowledge of and appreciation for the spirit and nature of scientific inquiry; to facilitate insight into oneself and increase knowledge of and sensitivity to others; and to introduce students to the basic body of knowledge, thus preparing them for further study in psychology as a transfer major.

## Program Student Learning Outcome Statement:

- Student will be able to identify and apply major concepts, theories, research methods, and principles of psychology to the study of the mind, human development, and behavior.

|  |                                       |              |
|--|---------------------------------------|--------------|
| PSYC 101                                 | General Psychology                    | 3            |
| PSYC 211                                 | Learning                              | 3            |
| PSYC 230                                 | Developmental Psychology              | 3            |
| PSYC 260                                 | Physiological Psychology              | 3            |
| PSYC/SOC 270                             | Statistical Methods of Psychology (3) |              |
|  | OR                                    | 3-4          |
| MATH 119                                 | Elementary Statistics (4)             |              |
| <b>Complete 3-4 units from electives</b> |                                       | <b>3-4</b>   |
| <b>Total units</b>                       |                                       | <b>18-20</b> |

**Electives:** BIOL 100 and 101; BIOL 130, 180, 190.

To earn an associate degree, additional general education and graduation requirements must be completed. See page 64.

- \* Students planning to transfer to a four-year college or university should complete courses specific to the transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center. See catalog TRANSFER COURSES INFORMATION section on page 45 for further information.

PSYCHOLOGY FOR TRANSFER STUDENT TRANSFER  
ACHIEVEMENT REFORM (STAR)  
ACT (SB1440)ASSOCIATE IN ARTS DEGREE  
TRANSFER PREPARATION \* (MAJOR CODE: 01855)

Designed to serve several goals: to expose students to the variety of subfields in psychology; to engender knowledge of and appreciation for the spirit and nature of scientific inquiry; to facilitate insight into oneself and increase knowledge of and sensitivity to others; and to introduce students to the basic body of knowledge, thus preparing them for further study in psychology as a transfer major.

## Program Student Learning Outcome Statement:

- Students will be able to describe and apply major concepts, theories, and principles of psychology to personal and social issues.
- Students will conduct research using the internet, journals, and seminal works regarding major concepts, theoretical ideas, and principles of psychology.

## REQUIRED CORE: (9-10 units)

|          |  |     |
|----------|--|-----|
| PSYC 101 | General Psychology                     | 3   |
| PSYC 255 | Introduction to Psychological Research | 3   |
| PSYC 270 | Statistical Methods of Psychology (3)  |     |
|          | OR                                     | 3-4 |
| SOC 270  | Statistical Methods of Sociology (3)   |     |
|          | OR                                     |     |
| MATH 119 | Elementary Statistics (4)              |     |

## LIST A: select one course (3 units)

|          |  |   |
|----------|--|---|
| BIOL 100 | Principles of Biology                    | 3 |
| PSYC 260 | Introduction to Physiological Psychology | 3 |

LIST B: select one course below or any course from  
List A not already used (3-4 units)

|          |  |   |
|----------|--|---|
| PSYC 201 | Academic and Career Options in Psychology  | 1 |
| PSYC 211 | Learning                                   | 3 |
| PSYC 230 | Developmental Psychology                   | 3 |
| PSYC 260 | Introduction to Physiological Psychology   | 3 |
| PSYC 271 | Data Analysis in Psychology and Sociology  | 1 |
| BIOL 100 | Principles of Biology                      | 3 |
| BIOL 211 | Introduction to Cell and Molecular Biology | 4 |

LIST C: select one course below or any course from  
List A or B not already used (3 units)

|          |                                   |   |
|----------|-----------------------------------|---|
| PSYC 106 | Human Sexuality                   | 3 |
| PSYC 109 | The Psychology of Death and Dying | 3 |
| PSYC 116 | Introduction to Social Psychology | 3 |
| SOC 116  | Introduction to Social Psychology | 3 |
| PSYC 250 | Abnormal Psychology               | 3 |

**Total units** **18-20**



- \* Students planning to transfer to a four-year college or university should complete courses specific to transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center.

# REAL ESTATE

## SCHOOL OF BUSINESS AND TECHNOLOGY

**DEAN:** Mink Stavenga, DBA, Office 470K, 619-482-6569

**FACULTY:** Gail Stockin, M.A.

**DEPARTMENT CHAIR:** Elisabeth Shapiro, J.D.

### GENERAL DESCRIPTION

The field of real estate focuses on real property and land use affairs, and it explores the principles, practices, finances, economics, laws, regulations, appraisal and valuation, management, escrow, title, insurance, sales, marketing, development, ownership, contracts, ethics, and brokerage of structures and land. Real estate is interdisciplinary in nature, combining aspects of law, finance, and community development with the study of sociology and human psychology.

### CAREER OPTIONS

Below is a sample of the career options available for the real estate major. Most of these require a certificate of achievement or an associate in science degree, some require a bachelor's degree, and a few require a graduate-level degree: licensed broker, licensed salesperson, appraiser, escrow officer, insurance agent, claims adjuster, real estate administrator or manager, investment specialist, urban planner, government employee, public relations agent, lawyer, researcher, tax advisor, and property manager.

### DEGREE/CERTIFICATE OPTIONS

### MAJOR CODE

#### Associate in Arts Degree: Transfer Preparation

Real Estate 01170

#### Associate in Science Degree: Career/Technical

Real Estate 02130

#### Certificates of Achievement

Broker License 02131

Real Estate 02133

Salesperson License 02132

#### Certificates of Proficiency

Real Estate—Basic 01022

Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.

## ASSOCIATE IN ARTS DEGREE

### REAL ESTATE



#### ASSOCIATE IN ARTS DEGREE

#### TRANSFER PREPARATION \* (MAJOR CODE: 01170)

Prepares a student for positions with organizations involved in marketing, financing, development, management of real property as well as for government careers involving real property assessment, condemnation, management of publicly owned lands, and control of land utilization.

#### Program Student Learning Outcome Statement:

- Upon completion of the eight main courses for the Real Estate A.A Degree, students will be able to : 1. Explain how agency relationships affect a real estate licensee's disclosure requirements.
- Describe the relationship between a broker and his salesperson and explain how it is affected by California's real estate licensing laws.
- Demonstrate an ability to handle offers, including negotiating and making counteroffers. .
- Describe the events that take place after a purchase and sales agreement is signed.
- Explain how underwriters use income to underwrite a loan.
- Differentiate between FHA, VA, and conventional loans.
- Describe the attributes of joint tenancy, including the right of survivorship.
- Explain how state and federal anti-discrimination laws impact real estate activities.
- Analyze the principles of supply and demand in relation to the real estate market and housing prices.
- Identify the differences between the political, social, and economic neighborhoods and how they affect property values.
- Identify the steps in the appraisal process and the classical approaches to value.
- Differentiate between the various special management situations and disclosure forms in order to comply with state regulations.
- Identify the liability and risk management issues that are inherent in property management.
- Examine the operation and services provided by escrow and title insurance companies and explain these services to a buyer or seller.
- Calculate the proration rates for interest, fire insurance, and property taxes for both the buyers and sellers

