

- * 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



ACCT 101	Principles of Accounting I	4
ACCT 102	Principles of Accounting II—Managerial	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 212	Business Communication	3
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
MATH 120	Calculus for Business Analysis	4
RE 101	Real Estate Principles	3
Total units		35

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.

ASSOCIATE IN SCIENCE

REAL ESTATE

ASSOCIATE IN SCIENCE DEGREE CAREER/TECHNICAL (MAJOR CODE: 02130)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

Program Student Learning Outcome Statement:

- 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.
- Compare and contrast the three different approaches to real estate appraisal and be able to explain which approach is best utilized for a particular property.
- 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.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 212	Business Communication	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290–293	Work Experience in Real Estate I–IV	2–4
Total units		31–33

Recommended Electives: BUS 123, 183; CIS 121A or 121B; PSYC 101; RE 114, 120.

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



CERTIFICATES

BROKER LICENSE



CERTIFICATE OF ACHIEVEMENT

CAREER/TECHNICAL (MAJOR CODE: 02131)

To qualify for the broker license examination, the student must complete eight courses in addition to other experience and educational requirements. Five of the eight courses must include: RE 102, 104, 106, 108 or ACCT 101, and RE 110.

Program Student Learning Outcome Statement:

- Upon completion of the eight main courses for the Broker's License Certificate, students will be able to 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 antidiscrimination 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.
- Compare and contrast the three different approaches to real estate appraisal and be able to explain which approach is best utilized for a particular property.
- 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.

GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: www.swccd.edu/gainfulemployment.

RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics (3) OR	3-4
ACCT 101	Principles of Accounting I (4)	
RE 110	Real Estate Appraisal	3

Complete 9 units from the courses listed below: 9

BUS 140	Business Law/The Legal Environment of Business (3)	
RE 101	Real Estate Principles (3)	
RE 114	Property Management (3)	
RE 120	Escrow Principles (3)	
Total units		24-25



REAL ESTATE



CERTIFICATE OF ACHIEVEMENT

CAREER/TECHNICAL (MAJOR CODE: 02133)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

Program Student Learning Outcome Statement:

- Discuss the duties and responsibilities of a real estate agent and define the law of agency to include the creation of a fiduciary relationship in order to comply with state statutes and regulations.
- Utilize assigned readings and classroom study to describe and analyze the real estate industry with regards to residential sales in California and explain licensing and continuing education requirements as mandated by the State of California, Department of Real Estate.
- Identify the essential elements and legal effects of a real estate contract and be able to select which listing agreement, purchase contract and disclosure forms to use in a specific real estate transaction.
- Analyze and distinguish among the real estate finance instruments and various loan programs in order to formulate an opinion to guide a buyer of real estate to the best loan package for a specific purchase.
- Name the various fair housing and discrimination laws that are necessary for real estate agents to understand and comply with Federal laws in order to work with a diverse population.

GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: www.swccd.edu/gainfulemployment.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 211	Communication in Business and Industry (3) OR	3
BUS 212	Business Communication (3)	
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290-293	Work Experience in Real Estate I-IV	2-4
Total units		31-33



REAL ESTATE: BASIC

CERTIFICATE OF PROFICIENCY

CAREER/TECHNICAL (MAJOR CODE: 01022)

Prepares students to pass the California Real Estate exam.

Program Student Learning Outcome Statement:

- Upon completion of the eight main courses for the Real Estate Basic Certificate, 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 antidiscrimination 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.
- Compare and contrast the three different approaches to real estate appraisal and be able to explain which approach is best utilized for a particular property.
- 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.

RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3

Complete three units from one of the following courses: 3

RE 104	Real Estate Finance (3)	
RE 106	Legal Aspects of Real Estate (3)	
RE 114	Property Management (3)	
RE 108	Real Estate Economics (3)	
RE 110	Real Estate Appraisal (3)	

Total units		9
--------------------	--	----------

SALESPERSON LICENSE

CERTIFICATE OF ACHIEVEMENT

CAREER/TECHNICAL (MAJOR CODE: 02132)

To qualify for the Salesperson License Certificate, the student must complete all of the following courses.

Program Student Learning Outcome Statement:

- Students will utilize Production Books to communicate the design, acquisition and post production requirements to their team members in order to produce complete motion picture productions.
- By undertaking a comprehensive video production students will participate in a collaborative environment that promotes the sharing and evaluation of creative contributions.
- Students will demonstrate their understanding of fundamental pre-production, production and post-production concepts by completing a three to five minute video project which will integrate camera, lighting, sound and editing techniques.

GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: www.swccd.edu/gainfulemployment.



ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 114	Property Management	3
RE 120	Escrow Principles	3
Total units		31

RECORDING ARTS AND TECHNOLOGY

SCHOOL OF ARTS, COMMUNICATION, AND SOCIAL SCIENCES

ACTING DEAN: William Kinney, M.A., Office 702B, 619-482-6372

FACULTY: James Henry

DEPARTMENT CHAIR: Rebecca Wolniewicz, Ph.d.

GENERAL DESCRIPTION

Prepares students for employment in studio recording, television, and film sound production. The program builds on their recording industry technical education in recording arts and recording technology. In addition, the program contributes to the student's financial independence, career success, and allows them to take key roles within the digital audio recording and sound mixing fields.

CAREER OPTIONS

Students constantly need to sharpen their skills to increase their employability in the ever changing economy. These majors provide the student with technical knowledge coupled with creative skills expanding their career options, financial stability and increasing their competitive advantage in the job market.

Students who receive an A.S. degree in Recording Arts & Technology provide them with an in-depth understanding of digital audio engineering for studio recording, television, and film sound production and career opportunities in the entertainment industry.

DEGREE/CERTIFICATE OPTIONS

MAJOR CODE

Associate in Science Degree: Career/Technical

Recording Arts and Technology 02538

Certificate of Achievement

Recording Arts and Technology 02537

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

ATTENTION SMALL BUSINESS OWNERS AND ENTREPRENEURS:

Study small business management. Earn a Certificate that combines your education discipline with Entrepreneurship courses. For more information turn to Business Management - Entrepreneurship Education.

ASSOCIATE IN SCIENCE DEGREE

RECORDING ARTS AND TECHNOLOGY

ASSOCIATE IN SCIENCE DEGREE

CAREER\TECHNICAL (MAJOR CODE: 02538)

Prepares students for employment in studio recording, television, and film sound production. Builds on their recording industry technical education in recording arts and recording technology. Contributes to the student's financial independence, career success, and allows them to take key roles within the digital audio recording and sound mixing fields.

Program Student Learning Outcome Statement:

- Students will be able to communicate abstract concepts to clients in order to meet their subjective creative needs.

FIRST SEMESTER

RA&T 100/MUS 100	Music Technology	3
RA&T 110/MUS 150	Music Business/Career Overview	3
RA&T 120/MUS 151/TELE 151	Recording Techniques (3) OR	3
TELE 151/MUS 151/RA&T 120	Recording Techniques (3)	

SECOND SEMESTER

ELEC 100	Introduction to Electronics	3
RA&T 105/MUS 155	Electronic Music Technology	3
RA&T 121	Audio Recording Technology I	2

THIRD SEMESTER

BUS 120	Introduction to Business	3
RA&T 122	Audio Recording Technology II	4
TELE 290	Professional Media Work Experience I	2

FOURTH SEMESTER

MUS 107	American Popular Music	3
RA&T 123	Audio Recording Technology III	4
TELE 291	Professional Media Work Experience II	2

Complete 8 units from required electives **8**

Total units **43**

Required Electives: BUS 136, 150, 211.

