

**REAL ESTATE
ASSOCIATE OF APPLIED SCIENCE DEGREE
Catalog 2005-2007**

The Real Estate program is designed to provide a well-rounded background for the professional real estate person. Courses will prepare the student for certification in the real estate field. **Note:** A student must earn a "C" or higher in all courses designated with an asterisk (*) within the program to count toward a degree or certificate. BADM 160 and BADM 162 are required to sit for the Real Estate Salesperson's examination. Three courses are required to sit for the Broker's Examination. They are: BADM 160, BADM 162, and BADM 265. In addition to taking these three courses, candidates sitting for the brokers exam must meet one of three additional criteria: 1) be a current real estate salesperson who has been active for 24 of the last 36 months, or 2) be a currently licensed real estate broker in another state for one year, or 3) have equivalent experience in an activity closely related to real estate. Although not required, it is strongly recommended that anyone sitting for either the salesperson's or broker's examination also take BADM 164. This degree program is accredited by the Association of Collegiate Business Schools and Programs (ACBSP).

					Credit Hours	Grade
1st Semester						
___	BADM	114	Introduction to Business		3	_____
___	BADM	160*	Real Estate Law		3	_____
___	BADM	162*	Real Estate Principles and Practice		3	_____
___	BADM	164	Real Estate Mathematics		3	_____
___	COSC	125	Business Microcomputer Applications		3	_____
					Total 15 credits	
2nd Semester						
___	BADM	146	Personal Selling OR			
___	BADM	148	Real Estate Sales		3	_____
___	BADM	262	Real Estate Finance		3	_____
___	BADM	264	Real Estate Appraisal		3	_____
___	BADM	265*	Broker Basics		3	_____
___	BADM	280	Cooperative Education		3	_____
___	AOAP	125	Human Relations		3	_____
					Total 18 credits	
3rd Semester						
___	BADM	230	Business Law		3	_____
___	ECON	251	Macroeconomics		3	_____
___	ENGL	111	Freshman Composition		3	_____
___	MATH	115	Intermediate Algebra and Applications		4	_____
___	SPCH	111	Interpersonal Communication		3	_____
___	___	___	**Approved Division Elective		3	_____
					Total 19 credits	
4th Semester						
___	ACCT	201	Fundamentals of Accounting I		4	_____
___	BADM	242	Principles of Marketing OR			
___	BADM	248	Principles of Advertising		3	_____
___	ENGL	218	Advanced Technical Composition		3	_____
___	___	___	**Approved Division Elective		3	_____
___	___	___	Humanities/Social Science Elective		3	_____
					Total 16 credits	

Total credit hours required for this degree is 68

** Approved Elective: Most courses within the division are acceptable.
First and second semesters are equivalent to the Real Estate certificate.