



Course Syllabus Law of Agency RELE 2201

Semester with Course Reference Number (CRN)	Fall 2013 65515
Instructor contact information (phone number and email address)	Professor Alex Binkley 713-718-5240 alex.binkley@hccs.edu
Office Location and Hours	5601 West Loop South, Houston, Texas 77081, Room C154; by appointment
Course Location/Times	Online
Course Semester Credit Hours (SCH) (lecture, lab) If applicable	Credit Hours: 2 Lecture Hours: 2 Laboratory Hours: External Hours:
Total Course Contact Hours	32.00
Course Length (number of weeks)	Four
Type of Instruction	Online
Course Description:	A study of law of agency including principal-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and other duties of an agent, employment law, deceptive trade practices, listing or buying procedures, and the disclosure of an agency.
Course Prerequisite(s)	CO-REQUISITE(S): <ul style="list-style-type: none">• RELE 1201

FREQUENT REQUISITES

- MATH 0306 (Basic Math Pre-Algebra)
- GUST 0341 (7th -9th Grade Reading)

- ENGL 0300 or 0347

Academic Discipline/CTE Program Learning Outcomes

1. Explain the Articles of the Texas Real Estate Commission's "Canons of Professional Ethics".
2. Analyze the disclosure requirements in various real estate situations.
3. Describe the real estate sales/transactions process.
4. Explain the elements of the fiduciary obligation.

Course Student Learning Outcomes (SLO): 4 to 7

1. Identify reasons for suspension or revocation of a real estate license.
2. State the ways in which an agency relationship can be created.
3. Explain the purpose of the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.
4. Distinguish between dual agency and intermediary relationships; and explain the mandatory Sellers Disclosure of Property Condition form.

Learning Objectives (Numbering system should be linked to SLO - e.g., 1.1, 1.2, 1.3, etc.)

- Identify reasons for suspension or revocation of a real estate license.**
 1. Analyze a real finding of the Texas Real Estate Commission to see what sections of the license act were violated.
- State the ways in which an agency relationship can be created.**
 1. Compare the ways in which an agency relationship can be formed.
- Explain the purpose of the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.**
 1. Evaluate a case study and discuss any violations of the Deceptive Trade Practices Act.
- Distinguish between dual agency and intermediary relationships; and explain the mandatory Sellers Disclosure of Property Condition form.**
 1. Examine the difference between dual agency and intermediary status and state the purpose of the Seller's Mandatory Disclosure Form.

SCANS and/or Core Curriculum Competencies: If applicable

- SCANS**
- Identify reasons for suspension or revocation of a real estate license.**
 Workplace Competencies - Information -Organizes & Maintains
- State the ways in which an agency relationship can be created.**
 Foundation Skills - Thinking -Problem Solving
- Explain the purpose of the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.**
 Workplace Competencies - Interpersonal -Serves Clients/Customers
 Workplace Competencies - Information -Acquires & Evaluates
- Distinguish between dual agency and intermediary relationships; and explain the mandatory Sellers Disclosure of Property Condition form.**
 Workplace Competencies - Information -Interprets & Communicates

Instructional Methods

Distance (100%)

Student Assignments

- Identify reasons for suspension or revocation of a real estate license.**
 No assignments selected for this outcome
- State the ways in which an agency relationship can be created.**
 No assignments selected for this outcome
- Explain the purpose of the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.**
 No assignments selected for this outcome
- Distinguish between dual agency and intermediary relationships; and explain**

the mandatory Sellers Disclosure of Property Condition form.

No assignments selected for this outcome

- Student Assessment(s)**
- Identify reasons for suspension or revocation of a real estate license.**
Quizzes/Tests which may include: definitions, matching, multiple choice, true/false, short answer, brief essay
 - State the ways in which an agency relationship can be created.**
In-class discussions
Quizzes/Tests which may include: definitions, matching, multiple choice, true/false, short answer, brief essay
 - Explain the purpose of the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.**
In-class discussions
Quizzes/Tests which may include: definitions, matching, multiple choice, true/false, short answer, brief essay
 - Distinguish between dual agency and intermediary relationships; and explain the mandatory Sellers Disclosure of Property Condition form.**
In-class discussions
Quizzes/Tests which may include: definitions, matching, multiple choice, true/false, short answer, brief essay

Instructor's Requirements

Program/Discipline Requirements: If applicable

HCC Grading Scale:	A = 100- 90	4 points per semester hour
	B = 89 - 80:	3 points per semester hour
	C = 79 - 70:	2 points per semester hour
	D = 69 - 60:	1 point per semester hour
	59 and below = F	0 points per semester hour
	FX (Failure due to non-attendance)	0 points per semester hour
	IP (In Progress)	0 points per semester hour
	W (Withdrawn)	0 points per semester hour
	I (Incomplete)	0 points per semester hour
	AUD (Audit)	0 points per semester hour

IP (In Progress) is given only in certain developmental courses. The student must re-enroll to receive credit. COM (Completed) is given in non-credit and continuing education courses.

FINAL GRADE OF FX: Students who stop attending class and do not withdraw themselves prior to the withdrawal deadline may either be dropped by their professor for excessive absences or be assigned the final grade of "FX" at the end of the semester. Students who stop attending classes will receive a grade of "FX", compared to an earned grade of "F" which is due to poor performance. Logging into a DE course without active participation is seen as non-attending. Please note that HCC will not disperse financial aid funding for students who have never attended

class.

Students who receive financial aid but fail to attend class will be reported to the Department of Education and may have to pay back their aid. A grade of "FX" is treated exactly the same as a grade of "F" in terms of GPA, probation, suspension, and satisfactory academic progress.

To compute grade point average (GPA), divide the total grade points by the total number of semester hours attempted. The grades "IP," "COM" and "I" do not affect GPA.

Health Sciences Programs Grading Scales may differ from the approved HCC Grading Scale. For Health Sciences Programs Grading Scales, see the "Program Discipline Requirements" section of the Program's syllabi.

Instructor Grading Criteria

The course grade will be calculated according to the following criteria.

Chapter quizzes online open book: 25%

Mid-term exam online open book: 25%

Final exam comprehensive, chapters 1-13; 50%

The final exam is a closed book proctored exam that must be taken in person. The times and dates will be posted on the course calendar.

Instructional Materials

Texas Real Estate Agency, Peoples, 7 th ed.

Where to buy the book:

1. The HCC bookstore at 5601 West Loop South, Houston, Tx 70801
2. <http://hccs.bnccollege.com>
3. www.amazon.com
4. <http://recampus.com/REcampus/home.aspx> (Publisher's Site)

HCC Policy Statement:

Access Student Services Policies on their Web site:

<http://hccs.edu/student-rights>

EGLS3 -- Evaluation for Greater Learning Student Survey System

At Houston Community College, professors believe that thoughtful student feedback is necessary to improve teaching and learning. During a designated time near the end of the term, you will be asked to answer a short online survey of research-based questions related to instruction. The anonymous results of the survey will be made available to your professors and department chairs for continual improvement of instruction. Look for the survey as part of the Houston Community College Student System online near the end of the term.

Distance Education and/or Continuing Education Policies

Access DE Policies on their Web site:

http://de.hccs.edu/Distance_Ed/DE_Home/faculty_resources/PDFs/DE_Syllabus.pdf

Access CE Policies on <http://hccs.edu/CE-student-guidelines>
their Web site: