



HOUSTON COMMUNITY COLLEGE

Course Syllabus—CLASSROOM ONLY
Cooperative Education-Real Estate
RELE 1381 and 2381

Semester with
Course Reference
Number (CRN)

Fall 2012 26912 (RELE 1381—"Coop 1") and 27075 (RELE 2381—"Coop 2")

**IMPORTANT
INFORMATION**

First 2 class meetings are Mandatory Orientations.

You must attend both, or drop the course.

This course is not offered online.

**This course provides a mentorship program and a "real world"
learning environment.**

We take field trips such as going downtown to watch the foreclosures.

If you don't yet have a sponsoring broker, this course can help you find one.

Class meets one hour per week for the whole semester.

No tests—No book to buy

Required on the Residential Certificate and on the degree plan.

Completing both Coop 1 and 2 gives you 90 hours of classroom credit
toward a Real Estate Broker's license.

Coop is only offered 2 times a year, so if you miss it, you may have to wait for it.

This course fills early, so register at least a month before it starts.

Instructor contact
information

Pat Streeter

streeterpat@prodigy.net (best)

713 688 1505

Course
Location/Times

Thursdays 6:30 to 7:30 p.m. from August 30 to December 13, 2012

Location: 5601 West Loop South, Houston, TX 77081, **room C153**.

Park at the **BACK LEFT CORNER** OF THE BUILDING and enter through
the double glass doors with the **BIG RED SQUARE** above them.

Office Location
and Hours

5601 West Loop South, Houston, TX 77081 Room C156,

Fridays 11 to 3 p.m. by appointment—please set an appointment by
emailing me at streeterpat@prodigy.net

Course Semester
Credit Hours (SCH)

Credit Hours 3.00

Lecture Hours 1.00

Laboratory Hours 0

Total Course Contact Hours

16 contact hours / (Texas Real Estate Commission: 45 “classroom hours”)

Course Length (number of weeks)

16 weeks

Type of Instruction

classroom

Course Prerequisite(s)

PREREQUISITE: Student must have completed three HCC Real Estate courses including RELE 2301. Frequent Requisite: Department Chair approval.

Instructional Methods

Weekly guest speakers who are professionals in various kinds of real estate careers; mentorship programs in different types of real estate careers; interactive “talk to the expert” sessions; team-building sessions; individual and team projects; research in real estate-related websites; class interaction and networking; field trips related to real estate, multiple trainings “in the field” with real estate professionals.

Student Assignments

Attend required weekly coop classes; hear guest speakers who are professionals in various kinds of real estate careers; participate in mentorship program and timely turn in paperwork; participate in interactive “talk to the expert” sessions and team-building sessions. Participate in individual and/or team Coop Project presentation; turn in individual paper on Coop Project; research real estate-related websites; engage in class interaction and networking. Optional field trips related to real estate, and multiple trainings “in the field” with real estate professionals are provided and highly recommended.

Student Assessment(s)

Students must attend or make up all weekly classes, participate in mentorship program and timely turn in paperwork, participate in an individual or team oral presentation of a Coop Project, and must individually turn in a paper on their Project. All make up work and typed Coop Project papers are due one week before the end of the course. Satisfactory completion of all these requirements earns a grade of A. There are no tests.

Instructor's Requirements

Students must attend or make up all weekly classes, participate in mentorship program and timely turn in paperwork, participate in an individual or team oral presentation of a Coop Project, and must individually turn in a paper on their Project. All make up work and typed Coop Project papers are due one week before the end of the course. Completion of all these requirements earns a grade of A. There are no tests.

Program/Discipline Requirements: If applicable

Attendance: In accordance with Texas Real Estate Commission licensing rules, full attendance is required. All absences must be made up. Make-up work is intended only for unavoidable absences. Excessive absences, or more than two absences in a row, may lead to being dropped from the course. Anticipated absences should be communicated to the professor, and make up work arranged in advance. Each absence that is not made up subtracts 5 points from the course grade. Excessive absences may result in a withdrawal or a failing grade in the course. Additional details may be provided in class.

HCC Grading Scale

A = 100- 90

B = 89 - 80:

C = 79 - 70:

D = 69 - 60:

59 and below = F

W (Withdrawn) See HCC website for last date to withdraw.

I (Incomplete) (You must have completed 75% of the course, and have a documented dire emergency.)

Instructor Grading Criteria

Students must attend or make up all weekly classes, participate in mentorship program and timely turn in paperwork, participate in an individual or team presentation of a Coop Project, and must individually turn in a paper on their Project. All make up work and typed Coop Project paper are due one week before the end of the course. Satisfactory completion of all these requirements earns a grade of A. There are no tests.

Instructional Materials

There is no required textbook for this course.

Access Student Services Policies on their Web site:

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

Course Description:

Career-related activities encountered in the student's area of specialization are offered through a cooperative agreement between the college, "employer," and student. Under supervision of the college and the "employer," the student combines classroom learning with work experience. Directly related to a technical discipline, specific learning objectives guide the student through the work experience. This course may be repeated if topics and learning outcomes vary. The student is required to work a minimum of 20 hours a week and attend a weekly seminar. An approved project and final report.

Academic Discipline/CTE Program Learning Outcomes

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

Course Student Learning Outcomes (SLO): 4 to 7

As outlined in the learning plan, apply the theory, concepts, and skills involving specialized materials, tools, equipment, procedures, regulations, laws, and interactions within and among political, economic, environmental, social, and legal systems associated with the occupation and the business/industry, and demonstrate legal and ethical behavior, safety practices, interpersonal and teamwork skills, and appropriate written and verbal communication skills using the terminology of the occupation and the business/industry.

Learning Objectives

See above.

SCANS and/or Core Curriculum Competencies: If applicable

As outlined in the learning plan, apply the theory, concepts, and skills involving specialized materials, tools, equipment, procedures, regulations, laws, and interactions within and among political, economic, environmental, social, and legal systems associated with the occupation and the business/industry, and demonstrate legal and ethical behavior, safety practices, interpersonal and teamwork skills, and appropriate written and verbal communication skills using the terminology of the occupation and the business/industry.

Strengthen understanding of the field of real estate through actual work experience.

Foundation Skills - Basic -Speaking

Deepen understanding of a variety of careers in real estate.

Foundation Skills - Personal Qualities -Self-Management

