

Course Syllabus

Law of Agency RELE 2201

Semester with Course Reference Number (CRN) 12730 Last day to Withdraw

Summer 2017 RELE 2201 CRN 12730 June 8, 2017 No exceptions!

Instructor contact information Steven OBrien

Stevenobrientx@aol.com or steven.obrien@hccs.edu or text 832-771-8374

Office Location and Hours

By appointment made with Instructor using HCC e-mail. Room 153 C Wing, West Loop Campus

Course Location/Times

June 6, 2017 to July 9, 2017, First classroom session is on Tuesday June 6, 2017 Westloop Campus.

Classroom C153. 6PM to 9PM

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)

4

Type of Instruction

Hybrid, reading assignments and online assignments including "Discussions",

Quizzes and Midterm Examination., Classroom lecture and discussion. Final Examination is a proctored examination.

Course Description:

A study of the law of agency, including principle-agent and master-servant relationships, the authority of the agent, the termination of an agent's authority,

the fiduciary and other duties of an agent, employment laws, deceptive trade

practices, representing a seller and representing a buyer, and disclosure laws. PLEASE REFER

TO YOUR ONLINE COURSE FOR INFORMATION AS TO WHAT WILL COVERED EACH WEEK AND DUE

DATES OF ALL ASSIGNMENTS INCLUDING QUIZZES AND EXAMS. Texas Real Estate Commission

requirements for Law of Agency:

Law of Agency -

Shall include but not be limited to the principle agent and master servant relationships, the authority of the agent, the termination of an agent's authority,

the fiduciary and other duties of an agent, employment laws, deceptive trade practices, listing or buyer representation procedures, and the disclosure of agency.

Course Prerequisite(s)

FREQUENT REQUISITES

• GUST 0342 (9th -11th 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/transaction process. 4. Develop a working knowledge of DTPA and disclosure requirements and employment laws.

Course Student Learning Outcomes (SLO)

1. Illustrate ways in which agency relationships can be created and terminated.
2. Develop an understanding of Fiduciary relationships and the "Canons of Professional Ethics".
3. Explain the Deceptive Trade Practices Act as it affects agents, clients and customers in a real estate transaction.
4. Distinguish between dual agency and intermediary relationships, and explain mandatory seller disclosure of material facts. Know the difference between Independent Contractor and Employee.

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

1. State how agency relationships can be created and terminated.

1. Compose a brief written description of creating and terminating an agency relationship.

2. Explain the "Canons of Professional Ethics".

1. Evaluate a real estate sales agent's fiduciary duties to their client as compared to working a customer. 3. Explain seller disclosure and DTPA. 1. Develop an understanding of statutory and common law as it pertains to seller disclosure in a real estate transaction.

4. Explain dual agency and intermediary relationships. Explain Independent Contractor vs. Employee.

1. Compose a brief written explanation of the difference between common law dual agency and statutory intermediary, and Independent Contractor vs. Employee relationships.

Instructional Methods

Hybrid, online, home study, classroom lecture and discussion. TEXTBOOK: Texas Real Estate Agency by Minor Peoples.

Student Assignments

First Week Read Chapters 1 thru 4 and complete online quizzes. Second Week Read Chapters 5 thru 8 and complete online quizzes. Third Week Read Chapters 9 thru 11 and complete online quizzes. Fourth

Week Read Chapter 12 and complete online quiz. Review for Final. Classroom participation including attendance and online "Discussions". Complete all Online Quizzes, Midterm Examination and Final Exam.

Student Assessment(s)

Instructor's Requirements

Complete all assignments, online Quizzes, Midterm and Final Exam. Participate in Online "Discussions". Attend all classes. Students must earn a passing grade on the Final Exam.

Program/Discipline Requirements: If applicable

Students must complete all online assignments timely. ATTEND ALL CLASSES. It is important to check "Announcements" for additional assignments or updates that may be added to the course.

Testing Environment

The Texas Real Estate Commission requires Proctored Final Exam. Students will not be allowed to use any electronic devices including cell phones during the final exam. All devices must be put away. If you are taking a course which includes math, please bring a simple 4-function calculator; you will not be allowed to access a calculator on any other device. Once you open the exam, you must complete it without leaving the testing room. Restrooms are available directly across from our testing room, and you may visit them before you enter the room to start your exam.

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

10% active participation INCLUDING ATTENDANCE, 30% online quizzes, 30% Midterm Exam and 30% Final Exam. Student must pass the Final Exam in order to pass the course.

Instructional Materials

Textbook, handouts and power point presentations.

HCC Policy Statement:

Access Student Services Policies on their Web site Title IX of the Educational Amendments of 1972

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

Title IX requires that institutions have policies and procedures that protect students' rights with regard to sex/gender discrimination. Information regarding these rights are on the HCC website under Students-Anti-discrimination. Students who are pregnant and require accommodations should contact any of the ADA Counselors for assistance. It is important that every student understands and conforms to

respectful behavior while at HCC. Sexual misconduct is not condoned and will be addressed promptly. Know your rights and how to avoid these difficult situations.

Log in to www.edurisksolutions.org. Sign in using your HCC student email account then go to the button at the top right that says Login and enter your student number

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 their Web site:

<http://hccs.edu/CE-student-guidelines>