

DEGREES, CERTIFICATES, AND TRANSFER PREPARATION INFORMATION

REAL ESTATE

UPDATE TEXT - Business managers coordinate business activities in both private industry and public agencies. They are responsible for operations, maintenance, purchasing, planning, organizing, budgeting, and directing the work of the employees. Business executives are the higher-level management staff, directing the activities of the firm. They develop and administer policies to maximize profits. They also direct financial programs and develop policies aimed at maintaining good relations with the public, stockholders, employees, and customers.

Programs Offered

- Transfer Preparation
- Career Opportunities
- Certificates of Achievement
 - Real Estate

Certificate of Achievement Requirements

A Certificate of Achievement is granted upon successful completion of a program of study with a minimum overall grade point average (GPA) of 2.0 (C) and a **designated minimum number of units**, including:

- Completion of the area of emphasis with a grade of C or higher in each course, or with a P if the course was taken on a Pass/No Pass basis, and the P is equal to a C or higher;
- Completion of at least 50% of area of emphasis units at Santa Monica College. Department Chairs have the discretion to waive the 50% minimum units required at SMC to meet the major or area of emphasis. All major coursework must be completed with a "C" or better grade.

Catalog Rights

A student may satisfy the requirements of a degree that were in effect at any time of the student's **continuous** enrollment. Continuous enrollment means attendance in at least one semester (Fall or Spring) in each academic year.

Transfer Preparation

Many colleges/universities offer baccalaureate degrees in this field. Students planning to transfer to a four-year college or university should complete the lower-division major requirements and the general education pattern for the specific transfer institution. SMC has articulation agreements with the many UC and CSU campuses, as well as several private and out-of-state institutions.

Exact major requirements for UC and CSU campuses can be found online at assist.org.

A listing of private, nonprofit California colleges and universities can be found online at aiccu.edu. For articulation agreements between SMC and some of these institutions see smc.edu/articulation.

Real Estate, Certificate of Achievement

This program is designed for students who are interested in obtaining a license to practice as a real estate agent in California and/or in pursuing an entry level position in the real estate industry. Course offerings include Real Estate Principles, Real Estate Practice, Real Estate Finance, and Business-Law. For additional career possibilities, visit the Career Services Center on the main campus to utilize computerized career information systems and other valuable career resources.

Program Learning Outcomes: Demonstrate a clear understanding of the dynamics of the real estate system. Apply key concepts to this setting and appreciate the variables that impact the state of the real estate industry. Explain the procedures that govern the progression of a property transaction. Understand the roles of various professionals who participate in a real estate transaction. Demonstrate an understanding of the strategies for effective transactional practice. Be able to sit for the California Department of Real Estate's exam for licensure to practice as a real estate agent.

Area of Emphasis: (9units)

Required Courses: (6 units)

REALES 1, Real Estate Principles (3)

REALES 3, Real Estate Practice (3)

Select 1 course from the following: (3units)

BUS 5, Business Law and the Legal Environment (3)

REALES 4, Real Estate Finance (3)