

ENTREPRENEURSHIP - REAL ESTATE CERTIFICATE OF ACHIEVEMENT

This certificate is designed for students who are interested in studying to become their own real estate broker, real estate manager or work in the field of property management. The certificate program provides students with an overview of the different areas of the real estate market and will help guide the student to be an independent broker/agent, to run your own real estate practice, or property management company.

Code	Title	Units
Required Courses:		
BUSAD 103	Marketing Principles	3
BUSAD 105	Small Business Management/Entrepreneurship	3
BUSAD 106	Principles of Selling	3
REALST 062	Real Estate Practice	3
REALST 063	Real Estate Loan Processing Fundamentals	3
REALST 100	Real Estate Principles	3
Total Units		18

Students working for certificates must have a basic knowledge of arithmetic, reading and writing in order to learn and work in the occupations they select.

This is a Gainful Employment Program

Program Learning Outcomes

At the completion of this program, students will be able to:

- a. Create and start new ventures within their selected field of real estate.
- b. Know how to manage and grow new ventures.
- c. Demonstrate knowledge of current information, theories and models, and techniques and practices in all of the major business disciplines including the general areas of Accounting and Finance, Information Technologies, Management, Marketing, and Quantitative Analysis.