

**Course Syllabus**  
**RELE 2231 Real Estate Brokerage**

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CLASS TIME: 7:30-9:20 PM Thursday  
CLASSROOM: LBC 121

**COURSE DESCRIPTION:**

This book is a guide for building your real estate business philosophy, organizational structure and work culture. You should learn how to develop systems and processes to promote relevancy for your business establishment in this ever-changing world in which we live.

**COURSE OBJECTIVES:** The student will be able to describe the laws of agency as well as demonstrate planning, organizational and problem solving skills. The student should also acquire the skills to formulate recruiting and selecting real estate professional for their office while defining personnel policies. They should also learn how to compile records and controls for a real estate business and perform real estate firm analysis.

**TEXTBOOKS AND MATERIALS:** Students will need a copy of the book, Real Estate Brokerage: A Management Guide, by McAdams and Sobek, 9<sup>th</sup> edition. ISBN: 9781475451979. Please verify that the edition is the correct one.

**GRADING:** Late assignments will not be accepted without prior approval (before the due date) and only for good cause. Grade equivalents: 90 to 100% = A; 80 to 89% = B; 70 to 79% = C; 60 to 69% = D; below 60% = F.

Exams	70%
Final Exam	<u>30%</u>
	100%

**WITHDRAWAL FROM COURSE:**

Should the student find reason to drop this course, it is his/her responsibility to do so.

**EXAMINATION POLICY:** There will be multiple examinations, including a final examination. All exams will be composed of objective (multiple choice and/or true/false) questions. The final examinations may be in essay format. Extra credit may be given at the instructor's discretion. The instructor will give assessments and engage in conversation related to real estate industry to gauge student success and to help foster a positive learning environment.

**ASSIGNMENTS:** Students are expected to attend class having **previously read the assigned chapters** and having completed all of the required assignments. Students should be prepared to discuss the readings assigned.

**ATTENDANCE:** Attendance is required as this course is **IN-PERSON face-to-face instruction. Roll will not be taken. However, your attendance will impact your grade as all assignments cannot be made up. Pay close attention to the READING SCHEDULE to stay abreast of lecture and exam dates.**

**EXTRA CREDIT:** Extra credit may be given at the instructor's discretion.

**CLASSROOM ETIQUETTE:** Real Estate agents will want to conduct themselves in a professional capacity once in the work force. Reputation and client service are keys to success in this business. Thus, classroom interactions will require the same level of professionalism, if not more. Classroom discussion is highly encouraged and a requirement for participation. That being said, respect for the opinions and views of others is imperative. Disruptive or unprofessional behavior in class is grounds for a student to be removed from the classroom and dropped from the course without notice. **NO EXCESSIVE WALKING OR TALKING ARE ALLOWED.**

**CELL PHONES:** Cell phones **must be muted during all classroom interaction. Texting during class is prohibited. Violation of this policy may result in the student being removed from the classroom and dropped from the course.**

**COMPUTERS:** Laptop computers can be used during class. They are to be used for educational enhancement for the course that is in session.

#### **4.1.1.1. Diversity Statement**

In this class, the instructor will establish and support an environment that values and nurtures individual and group differences and encourages engagement and interaction. Understanding and respecting multiple experiences and perspectives will serve to challenge and stimulate all of us to learn about others, about the larger world and about ourselves. By promoting diversity and intellectual exchange, we will not only mirror society as it is, but also model society as it should and can be.

#### **4.1.1.2. Disabilities Statement**

Students with disabilities, including but not limited to physical, psychiatric, or learning disabilities, who wish to request accommodations in this class should notify the Disability Services Office early in the semester so that the appropriate arrangements may be made. In accordance with federal law, a student requesting accommodations must provide acceptable documentation of his/her disability to the Disability Services Office. For more information, call or visit the Disability Services Office at Levelland (Student Health & Wellness Office) 806-716-2577, Reese Center (Building 8) 806-716-4675, or Plainview Center (Main Office) 806-716-4302 or 806-296-9611.

#### **4.1.1.3 Non-Discrimination Statement**

South Plains College does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs and activities. The following person has been designated to handle inquiries regarding the non-discrimination policies: Vice President for Student Affairs, South Plains College, 1401 College Avenue, Box 5, Levelland, TX 79336. Phone number 806-716-2360.

#### **4.1.1.4 Title IX Pregnancy Accommodations Statement**

If you are pregnant, or have given birth within six months, Under Title IX you have a right to reasonable accommodations to help continue your education. To activate accommodations you must submit a Title IX pregnancy accommodations request, along with specific medical documentation, to the Director of Health and Wellness. Once approved, notification will be sent to the student and instructors. It is the student's responsibility to work with the instructor to arrange accommodations. Contact the Director of Health and Wellness at 806-716-2362 or email [cgilster@southplainscollege.edu](mailto:cgilster@southplainscollege.edu) for assistance.

#### **COVID**

If a positive student has attended class 3 days prior, please send DeEtte Edens the class roster including student emails, so DeEtte can notify students of a possible exposure.

**Consistent with the latest CDC recommendations, we have revised our guidance for students, faculty, and staff who have a known exposure or have tested positive. Anyone with a known exposure should wear a mask for 10 days and should seek a COVID-19 test on day five after exposure. If you test positive or develop symptoms, you should immediately self-isolate and seek a COVID-19 test. Please immediately notify your instructor, supervisor, and DeEtte Edens, Associate Director of Health and Wellness, any time you test positive for COVID-19. Anyone who tests positive is required to self-isolate for five days. Following the five-day isolation period, if you are asymptomatic or your symptoms are resolving, you may return to work or class but should wear a mask for five additional days. If you are still symptomatic, please contact DeEtte at [dedens@southplainscollege.edu](mailto:dedens@southplainscollege.edu) or 806-716-2376 prior to your return date.**

Instructor will notify DeEtte Edens, BSN, RN, Associate Director of Health & Wellness, at [dedens@southplainscollege.edu](mailto:dedens@southplainscollege.edu) or 806-716-2376.

#### **4.1.1.5 OPTIONAL STATEMENT - Campus Concealed Carry Statement (Rev. 7/28/2021)**

Texas Government Code 411.2031 et al. authorizes the carrying of a concealed handgun in South Plains College buildings by individuals and in accordance with Texas Government Code 411.209 (a). All holders of a valid Texas License to Carry may carry on their person a handgun that is concealed in accordance with Texas Penal Code 46.03 (a-2).

Qualified law enforcement officers or those who are otherwise authorized to carry a concealed handgun in the State of Texas are also permitted to do so. Pursuant to Penal Code (PC) 46.035 and South Plains College policy. Individuals may not carry a concealed handgun in restricted locations.

For a list of locations and Frequently Asked Questions, please refer to the Campus Carry page at: <http://www.southplainscollege.edu/campuscarry.php>

Report violations to the College Police Department at 806-716-2396 or 9-1-1.