MINOR IN REAL ESTATE
REQUIREMENTS (18 UNITS)

**Effective Fall 2017**
CATALOG YEAR 2017

The Real Estate minor allows non-BSBA Option in Real Estate students the opportunity to pursue studies and careers in real estate. The minor is not available to Real Estate Option students.

**REQUIRED COURSES (9 UNITS)**

- BLAW 280  Business Law I (3)
- BLAW 412  Real Estate Practice (3)
- BLAW 414  Real Estate Principles (3)

**ELECTIVE COURSES (9 UNITS)**

Students must successfully complete 9 additional units from the following courses:

- BLAW 308  Business Law II (3)
- BLAW 368  Law, Business and Ethics (3)
- BLAW 416  Real Estate Appraisal (3)
- BLAW 418  Real Estate Market and Development Analysis (3)
- BLAW 453  Negotiation (3)
- BLAW 481  Real Estate Law (3)
- FIN 433  Real Estate Finance (3)
BLAW 280. Business Law I (3)
Prerequisites: Completion of Lower Division writing requirement; Sophomore standing. Study of the role of law in business, including the study of legal institutions and their role in facilitating and regulating business. Includes a study of the legal system, civil litigation, torts and the formation and performance of contracts. (Available for General Education, Lifelong Learning.)

BLAW 308. Business Law II (3)
Prerequisite: BLAW 280. Corequisite/Prerequisites for Business majors: BUS 302/L. Study of the role of law in business, including the study of legal institutions and their role in facilitating and regulating business. Topics include agency and employment law, the various forms of business organizations and securities law.

BLAW 368. Law, Business and Ethics (3)
Prerequisite: BLAW 280. Corequisite/Prerequisites for Business majors: BUS 302/L. Study of law, ethics and values in the business environment. The course will examine the ethical issues managers face in organizations within the context of values and law. Students are taught to recognize ethical issues, identify bias, examine values, explore the role of ethics in the workplace, understand the legal environment in which ethical issues arise and consider the role of professional standards in the context of business ethics. Students will learn ethical frameworks with which to analyze ethical problems and decisions. The course uses the case method to provide a process- and problem-solving orientation, to apply ethical theory to business situations, to analyze problems in the context of legal and regulatory frameworks and to provide a basis to internalize knowledge, growth and experience. Students learn skills of critical thinking. (Available for General Education, Lifelong Learning.)

BLAW 412 Real Estate Practice (3)
Prerequisites: Completion of lower division writing requirement; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302/L is a prerequisite for Business majors. This course explores the practical applications of real estate theory to the operation of a real estate business. Legal, ethical, marketing and financial aspects of running a real estate business, including property management and leasing will be introduced. Economic factors affecting real estate value are emphasized. Meets California requirements applicable toward the real estate broker license, the real estate agent license and the real estate appraisal license.

BLAW 414. Real Estate Principles (3)
Prerequisite: Upper Division standing. BUS 302/L are corequisites for Business majors. Introductory survey of the field of real estate. Areas covered include real estate law, appraisal, brokerage, finance and investment.

BLAW 416. Real Estate Appraisal (3)
Prerequisites: BLAW 414; Grade of “C” or higher in FIN 303; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302/L are prerequisites for Business majors. Analysis of the various determinants of real estate value and the methods used in practice to estimate such value. Economic factors affecting real estate value are emphasized and traditional valuation techniques are critically examined.

BLAW 418. Real Estate Market and Development Analysis (3)
Completion of lower division writing requirement; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302/L is a corequisite for Business majors. This course will present fundamental analytical techniques and practical applications for market analysis of various forms of real estate. It explores macro and micro aspects of residential, retail, office, and industrial markets and examines methodologies for analyzing such markets for real estate development/investment purposes. Meets California requirements applicable toward the real estate broker license, the real estate agent license, and appraisal licenses.

BLAW 453 Negotiation (3)
Prerequisites: BLAW 280; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302/L is a prerequisite for Business majors. The course explores the ways that people negotiate to create value and resolve disputes. It is designed to introduce negotiation theory and to build negotiation skills. The curriculum integrates negotiation research and experiential learning activities. Some of the exercises explore aspects of bargaining, value creation and distribution, the dynamics of coalitions, multi-party negotiations with a focus on organized preparation and process analysis. The course explores building constructive relationships and resolving conflict. Students must demonstrate learning through both experiential activities and written assignments.

BLAW 481. Real Estate Law (3)
Prerequisites: BLAW 280, 308; BUS 302/L for Business majors; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. Legal and business aspects of real property acquisition and ownership, involving the nature of property ownership, including the acquisition of titles, easements, leases and contracts, community property, joint tenancy, tenancy in common, brokerage and land-use regulation.

FIN 433. Real Estate Finance (3)
Prerequisites: FIN 338; Grade of “C” or higher in FIN 303; Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302/L are prerequisites for Business majors. Analysis of the instruments, institutions, agencies and operations involved in the financing of real estate.