



BUAD 314X: Real Estate Principles

Spring, 2014

Professor Eric Witlin

The University of Bridgeport School of Business

Class meeting:

T TH 9:30-10:45

Contact:

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Office Hours:

T TH 10:45am-12pm and by Appointment

Messages:

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Prerequisite: Junior Status

I. Introduction

This course is an introduction to real estate. It provides a survey of various aspects of the real estate business including marketing, finance, development, law, investment and appraisal.

II. Expected Knowledge and Learning Outcomes

Knowledge Outcomes:

- A. read about, understand, and explain essential concepts in the area of Real Estate Law.
- B. understand the significance of real estate markets within the economy.
- C. understand the process of real estate transactions.

Learning Outcomes:

- A. appreciate the role of real estate in business.
- B. further formulate their ideas about how to tackle problems in real estate transactions.
- C. become more adept at writing, group discussion and public speaking.

In addition, students will build upon basic college skills, namely the ability to think clearly, write effectively, speak confidently, and to conduct meaningful research.

Texts: Jacobus, Charles J., Real Estate Principles, Cengage Learning, 12th edition (2013).

III. Requirements

- A. Regular attendance and active participation. Reading the assignments and thoughtfully sharing your insights with the class constitute a significant part of your grade. **10%**
- B. Three short (3-4 page) papers. Assignments will be given two weeks in advance. **50%**
- C. Presentations. You will present one short paper to the class. **10%**
- D. Mid-Term exam. **15%**
- E. Final exam. **15%**

Grading Scale:

93-100 A
90-92 A-
87-89 B+
83-86 B
80-82 B-
77-79 C+
73-76 C
70-72 C-
67-69 D+
63-66 D
60-62 D-
Below 60 F

IV. Policies

- A. Cheating will not be tolerated. Students who cheat will fail the course.
- B. Late written work (up to a week following the assignment) will be accepted, but the grade will be reduced.
- C. Papers will not be accepted by email or e-copy.
- D. Missed Exams may not be made up except for medical emergency.

Special Accommodations:

The University of Bridgeport is committed to providing services to qualified students with disabilities so that they receive an equal educational opportunity. In compliance with Section 504 of the Rehabilitation Act, the American with Disabilities Act and the Connecticut State Laws, we provide reasonable accommodations to reduce the impact of disabilities on academic functioning or upon other life activities in a University setting. All accommodations are determined on an individual basis. If a student with a disability would like to be considered for accommodations, he/she must initiate the request, prior to or at the beginning of the academic semester and provide supporting documentation. For further information call 203 576-4454 or email counselingservices@bridgeport.edu.

Academic Honesty Standards:

It is the student's responsibility to familiarize himself or herself with and adhere to the standards set forth in the policies on cheating and plagiarism as defined in Chapters 2 and 5 of the Key to UB <http://www.bridgeport.edu/pages/2623.asp> or the appropriate graduate program handbook.

Electronic Devices:

You are not permitted to use any electronic devices during a test or exam. You may use notebook computers and electronic dictionaries during class sessions when no test or exam is given. Cell phones must be turned off and out of site during all class sessions.

Mode of Instruction:

Each class session will consist of a review of the assigned text material, allowing for questions and answers, as well as class discussion.

Integrity:

From the Key to UB student hand book:

A high standard of ethical conduct is expected of students in their academic activities. The University does not tolerate cheating in any form. This term is used to include dishonest use of another individual's aid in preparation of written, oral, and artistic assignments, as well as during a classroom testing period. The standard procedures for the preparation of term papers and the like, as established by the English Department, form the basis for decisions in cases of plagiarism (See "Definition of Plagiarism"). The student must be familiar with those regulations. Disciplinary action will be imposed not only in cases of detected cheating, but also for violations of such regulations

mentioned above. In the latter, a violation of the regulation without consideration of the motive involved will be deemed sufficient cause for action. A student accused by an instructor of academic dishonesty will have his or her name forwarded to the Committee on Academic Honesty. If the student declares innocence, he or she will have a hearing before this Committee, whose ruling will be final. The penalty for a first offense is F for the assignment; for a second offense, F in the course; and for the third offense, separation for one year or expulsion, as the Committee on Academic Honesty may determine. The instructor, or the Committee on Academic Honesty, will forward the name of a student guilty of academic dishonesty to the Provost to be recorded and made available to faculty and advisors as necessary.

Plagiarism:

Definition of Plagiarism:

INTENTIONAL AS WELL AS UNINTENTIONAL FAILURE TO ACKNOWLEDGE SOURCES AS WELL AS THE USE OF COMMERCIALY AVAILABLE SO-CALLED "RESEARCH PAPERS" WITHOUT FULL RECOGNITION OF THE SOURCE.

Students are responsible for distinguishing clearly between their own facts, ideas, and conclusions and those of other sources. To use someone else's words, opinions, or conclusions without giving them credit is plagiarism. Students must be able to distinguish their own ideas, conclusions, discoveries, etc., from those read or heard. Check with your professor(s) for the appropriate guidelines that should be followed.

GUIDELINES FOR PAPERS

1. All papers submitted in this course shall be a minimum of 3 and a maximum 5 pages.
2. Each page shall be typewritten and contain approximately 250 words per page.
3. Each paper shall contain a "works cited" of no less than five sources.
4. Each "works cited" shall contain no more than 2 internet sources.
5. The works cited page does not apply to the minimum number of pages for the paper.
6. The works cited page does not apply to the maximum number of pages for the paper.
7. Quotes do not count toward the minimum number of pages for the paper.

GUIDELINES FOR PARTICIPATION

1. Participation will consist of attendance and class discussions.
2. A student more than 15 minutes late for class will be considered absent.
3. A student more than 5 minutes late will be considered late for class.
4. Each class for which a student is late will count as one-half of an absence.
5. A student's absence or lateness will be excused only for documented medical reasons, death in the family or official school functions.
6. The grade allocated for participation already accounts for the realities of student life such as job or other personal obligations.