

University of North Carolina at Charlotte
MSRE 6101 Real Estate Seminar-Spring Semester 2017

Instructor:

Alyson Craig, AICP

Office Hours: By appointment

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Course Description: This course is designed to provide students with exposure to emerging trends in the real estate industry. Students are required to participate in real estate trade organization meetings, engage in leadership and negotiation training, attend guest lecturers covering real estate trends and ethical business practices, and complete professional development seminars. In addition, this course will provide students training in communications, presentations, and negotiations skills.

Course Objectives: Examine emerging real estate trends; develop leadership, negotiation, communication, and presentation skills; explore ethical business practices; engage in professional development activities.

Course Material: Assigned readings to be provided by the instructor.

Class Structure: Class sessions are formally scheduled on Friday afternoons at UNC Charlotte's Center City Building between 4:00-6:00 pm and students should plan on making this time available. However, the class will not meet every week and students will be asked to engage in outside professional development activities on their own. All formal class meetings will be announced at least four weeks in advance so students have appropriate time to plan their attendance.

Course Outline: Please see dates below for trainings and events that students are required to attend. The standards and requirements set forth in this syllabus may be modified at any time by the course instructor. Notice of such changes will be by announcement in class or by email notification to the student's UNCC email address.

Required professional development trainings are as follows:

- Presentations/Communications: February 27 and March 25 (**must attend both**)
- Negotiations: April 7 and 8 (**must attend both**)

There will be 12 CKCRE lunch seminars held on the 3rd Friday of every month from 11:30 – 1pm for current students and alumni. Students will be required to attend 8 of 12 seminars throughout the year. If you are unable to attend all 4 seminars below, please let the instructor know. Fall dates and topics are as follows:

- Jan 20: Charlotte Legislative Discussion sponsored by NAIOP
- Feb 17: TBD
- Mar 17: TBD
- Apr 21: TBD

Code of Conduct: Regular attendance, promptness, and appropriate decorum are expected at all events included in the Real Estate Seminar. Excessive absenteeism, frequent tardiness, or disruptive behavior may result in a substantial grade reduction at the discretion of the Instructor. Excessive absenteeism is defined as more than one absence from course activities. Policies and procedures related to academic dishonesty can be found in your copy of UNCC's Academic Integrity Code.

Diversity: The Belk College of Business strives to create an inclusive academic climate in which the dignity of all individuals is respected and maintained. Therefore, we celebrate diversity that includes, but is not limited to ability/disability, age, culture, ethnicity, gender, language, race, religion, sexual orientation, and socio-economic status.

Grading: Grades for the class will be based on students' attendance at the following two training sessions

Presentations/Communications Training	40%
Negotiations Training	40%
<u>Seminar Series Attendance</u>	<u>20%</u>
Total:	100%