Instructor: Alyson Craig  
Office Hours: By Appt.  
Office: CCB #722  
Office Phone: (704) 687-7571  
Email: alyson.craig@uncc.edu

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.

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

Course Materials:  
- Personal Laptop

Class Structure: The class will not meet every week and students will be asked to engage in outside professional development activities and trainings on their own. Any formal class meetings will be announced at least four weeks in advance so students have appropriate time to plan their attendance.

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.

Disability Services: Students in this course seeking accommodations to disabilities must first consult with the Office of Disability Services and follow the instructions of that office for obtaining accommodations.

Grading: Grades for the class will be based on the completion of an Excel training course, participation in our mentorship program, and attendance at the Communication Skills training and 4 seminar series lunches.
Excel Training 30%
Mentorship Program 15%
Communications Skills Training 30%
Seminar Series 20%
Total: 100%

<table>
<thead>
<tr>
<th>Weighted Total Points</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>90-100</td>
<td>A</td>
</tr>
<tr>
<td>80-89</td>
<td>B</td>
</tr>
<tr>
<td>70-79</td>
<td>C</td>
</tr>
<tr>
<td>Below 70</td>
<td>U</td>
</tr>
</tbody>
</table>

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.

- Aug 18, 4:00 PM – 7:30 PM: MSRE Orientation
- Sep 23, 8 AM – 4:30 PM: Excel Training
- Oct 13 – 14, 8 AM – 5PM: Communications/Presentations Skills Training

There will be 10 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 7 of 10 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:

- Aug 18: Camp North End
- Sep 15: Driving the Future: The changing face of commercial parking
- Oct 20: Local politics and its effect on CRE sponsored by NAIOP
- Nov 17: State-wide legislation and its effect on Charlotte CRE sponsored by NAIOP
- Dec 15: Future of Retail Development, Part I