Instructor: Alyson Metcalfe, AICP
Office Hours: By appointment
Office: CCB #720
Office Phone: (704) 687-7571
Email: ametcalfe@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. In addition, this course will provide students training in communications, presentations, and negotiations skills. The presentation and communication portion will be a two day course offered February 20 and March 7. The negotiations portion will be offered in April (date TBD).

Course Objectives: Examine emerging real estate trends; develop leadership, negotiation, communication, and presentation skills 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.

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

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<thead>
<tr>
<th>Training Type</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Presentations/Communications</td>
<td>50%</td>
</tr>
<tr>
<td>Negotiations</td>
<td>50%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
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