Instructor: Daniel Wright  
Email: daniel.wright@uncc.edu  
Phone: 704-687-5138  
Office: Friday 147A, office hours by appointment  
Class: CCB 601, Monday 4:00-5:00PM  
Credit Hours: 1

Course Description  
Designed to provide students with exposure to emerging trends in the real estate industry and provide important tools necessary for success as a real estate professional.

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

Course Structure and Outline  
Class sessions are formally scheduled on Monday afternoons at UNC Charlotte’s Center City Building between 4:00-5:00PM. However, the class will only meet at this time once during the semester—Monday August 27th. Thereafter, the schedule will be as follows:

Professional Development Trainings
- Excel Training Course - September 29th (8:30 am - 4:30 pm)
- Negotiations Training Course - October 26th (9:00 am - 4:00 pm) & October 27th (9:00 am - 12:00 pm) – Both dates are required
- MSRE Communications Course - November 2nd (8:30 am - 4:30 pm) & November 10th (8:30 am - 12:30 pm) - Both dates are required

Seminar Series  
- September Seminar Series Event - September 21st (11:30 am - 1:30 pm)  
- CREFutures Event - October 9th (4:30 pm - 6:30 pm)  
- Real Estate Capital Markets Symposium - November 8th  
- November Seminar Series Event - November 16th

Attendance  
Attendance is required for ALL of the Professional Development Trainings. Attendance is required for three of the four Seminar Series events. If a student must miss an additional Seminar Series event, the student may receive credit by writing a three-page paper (1.5 spacing, Times New Roman, size 11, 1-inch margins) on the real estate topic of his/her choice and include three sources from academic journals. This paper is due prior to the last day of classes (December 5th) or no credit will be given. Being absent from more than two Seminar Series events will result in a U.
Grading

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<thead>
<tr>
<th>Professional Development Trainings</th>
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<tr>
<td>Seminar Series #1</td>
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<td>Seminar Series #2</td>
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<td>Seminar Series #3</td>
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<td>Participation</td>
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### About this Syllabus

This syllabus is our class contract. It clearly states the requirements this class places on both student and instructor, and the instructor will not change the conditions of this contract during the class. This is done to insure fairness and consistency among all members of the class. By staying in this class, the student accepts the conditions of this contract and agrees not to ask the instructor for exceptions to the syllabus.

### 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

If you have a disability that qualifies you for academic accommodations, please provide a letter of accommodation from Disability Services (phone 704-687-4355, 230 Fretwell Building) at the beginning of the semester.

### Electronics

Use of any electronics during the seminar series events is inappropriate behavior and not acceptable.

### Title IX Reporting Obligations

UNC Charlotte is committed to providing an environment free of all forms of discrimination and sexual harassment, including sexual assault, domestic violence, dating violence, and stalking. If you (or someone you know) has experienced or experiences any of these incidents, know that you are not alone. UNC Charlotte has staff members trained to support you in navigating campus life, accessing health and counseling services, providing academic and housing accommodations, helping with legal protective orders, and more.

Please be aware that many UNC Charlotte employees, including all faculty members, are considered Responsible Employees who are required to relay any information or reports of sexual misconduct they receive to the Title IX Coordinator. This means that if you tell me about a situation involving sexual harassment, sexual assault, dating violence, domestic violence, or stalking, I must report the information to the Title IX Coordinator. Although I have to report the situation, you will still have options about how your case will be handled, including whether or not you wish to pursue a formal complaint. Our goal is to make sure you are aware of the range of options available to you and have access to the resources you need.
If you wish to speak to someone confidentially, you can contact any of the following on-campus resources, who are not required to report the incident to the Title IX Coordinator: (1) University Counseling Center (counselingcenter.uncc.edu, 7-0311); (2) Student Health Center (studenthealth.uncc.edu, 7-7400); or (3) Center for Wellness Promotion (wellness.uncc.edu, 7-7407). Additional information about your options is also available at titleix.uncc.edu under the “Students” tab.