

University of North Carolina at Charlotte

Real Estate Seminar | MSRE 6101 | Spring 2019

Instructor: Daniel Wright

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Office: Friday 147A, office hours by appointment

Class: CCB 806, Friday 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 for Friday afternoons at UNC Charlotte's Center City Building between 4:00-5:00PM. However, the nature of the course is such that we won't be meeting during the scheduled time but will have class as shown below.

Professional Development Training (Center City Building 801) – **REQUIRED**

- Argus Training Course – January 18th-19th (8:00 am – 4:00 pm both days)

Seminar Series (held at the Old Mecklenburg Brewery, 11:30 am – 1:30 pm) – **3 of 4 REQUIRED**

- January 25th
- February 22nd
- March 15th
- April 19th

Childress Klein Center for Real Estate Events – **2 of 4 REQUIRED**

(register at <https://realestate.uncc.edu/calendar>)

- February 8th – Opportunity Zones: A Panel of Perspectives
- February 21st – State of Housing (CCB)
- March 19th – CRE Futures (OMB)
- April 15th – Housing Policy Event (CCB)

Attendance

- Professional Development Training: required
- Seminar Series: 3 of 4 required
- CKCRE Events: 1 of 3 required
- Make-up: If a student must miss an additional Seminar Series event, the student may receive credit by writing a 3,000 word 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 or no credit will be given.

Being absent from the Argus training or more than two Seminar Series events or more than two CKCRE events will result in a U.

Writing Assignments

Students must submit two well-written 500-word articles: one for a Seminar Series event and one for a CKCRE event. These will be graded based on accuracy of comments, relevance of content, structure of writing, and grammar of the article. These will be included in a new magazine published by CKCRE, and, therefore, are expected to be of the highest quality. The Instructor will provide editorial comments for the articles, and the students can improve their grade by adhering to these comments.

Grading

Attendance at Trainings/Events	70%
Seminar Series Article	15%
<u>CKCRE Event Article</u>	<u>15%</u>
Total:	100%

Total %	Grade
90-100	A
80-89	B
70-79	C
Below 70	U

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.