

University of North Carolina at Charlotte

Real Estate Seminar | MSRE 6101 | Spring 2020

Instructor: Daniel Wright

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Office: Friday 147A, office hours by appointment

Class: CCB 905, 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

- 1) Provide training opportunities in the areas of communications and negotiations
- 2) Provide learning opportunities from industry professionals
- 3) Provide networking opportunities with industry professionals, alumni, and current students

Course Structure and Outline

Class sessions are formally scheduled for Monday afternoons at UNC Charlotte's Center City Building from 4:00-5:00PM. However, the nature of the course is such that, other than the first class, we won't normally meet during the scheduled time but will have classes as shown below.

Date	Time	Event	Purpose	Location	Food	Sponsor
1/13	4:00pm – 5:00pm	Class	Intro	CCB 905	Baked Goods	
1/17	11:30am – 1:30pm	Seminar Series	Learning/ Networking	OMB*	Lunch	ACRE
1/31	9:00am – 4:00pm	Communications	Training	CCB 801	Breakfast/Lunch	CKCRE
2/22	9:00am – 12:00pm				Breakfast	
2/28	9:00am – 4:00pm	Negotiations	Training	CCB 801	Breakfast/Lunch	CKCRE
2/29	9:00am – 12:00pm				Breakfast	
3/3	5:30pm – 8:00pm	CRE Futures	Learning/ Networking	OMB*	Drinks/ Hors d'oeuvres	ACRE
3/24	TBD	Housing Summit	Learning/ Networking	CCB	Drinks/ Hors d'oeuvres	CKCRE
4/17	11:30am – 1:30pm	Seminar Series	Learning/ Networking	OMB*	Lunch	NAIOP
TBD	Industry Event of Choice: ULI, NAIOP, CREW, IREM, CCIM, ICSC, BOMA, NAR + 300-word paper from what was learned at event and names of two new individuals you met					

* Olde Mecklenburg Brewery, 4150 Yancey Rd, Charlotte, NC 28217

Attendance

- Attendance to **ALL** Professional Development Trainings (Communications and Negotiations) is required to pass the course (unless a training has been completed in a previous semester).
- Make-up: a student may improve one grade due to an absence from an event (doesn't include trainings which are mandatory) by writing a 3,000-word paper 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.

Grading

A | Attendance to all events and completed paper

B | Attendance to both trainings, absent from one event or uncompleted paper

C | Attendance to both trainings, absent from two events or one event and uncompleted paper

U | Absent from either training or from three events or from two events and uncompleted paper

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.