

# 1. Assessment Plan - Four Column



## PIE - Business: Real Estate Unit

<i>Unit Goals</i>	<i>Resources Needed</i>	<i>Where We Make an Impact: Closing the Loop on Goals and Plans</i>
<b>Real Estate Program Instruction Quality</b> - Increase the knowledge, quality and professionalism of real estate instruction. <b>Status:</b> Active <b>Goal Year(s):</b> 2017-18 <b>Date Goal Entered (Optional):</b> 04/12/2018	<b>Report directly on Goal</b>  <b>Full Funding Requested</b> - POD funding for conferences <b>Describe Plans &amp; Activities Supported:</b> Allowing the full time real estate faculty (Edwin Estes) to attend real estate conferences with POD funding will in turn allow him to share the information to the adjunct faculty. <b>Lead:</b> Edwin Estes <b>Planning Unit Priority:</b> Medium <b>What would success look like and how would you measure it?:</b> Sharing of information with adjunct faculty. <b>Documentation Attached?:</b> No	<b>Reporting Year:</b> 2017-18 <b>% Completed:</b> 50 Adjunct professors are being assigned/reassigned based on subject matter expertise and preference. (05/09/2018)
<b>Real Estate Program Visibility</b> - Increase the real estate program's visibility in the real estate community <b>Status:</b> Active <b>Goal Year(s):</b> 2017-18 <b>Date Goal Entered (Optional):</b> 04/12/2018	<b>Report directly on Goal</b>	<b>Reporting Year:</b> 2017-18 <b>% Completed:</b> 75 Four legal seminars were offered at CVAR in fall 2017 by Estes to promote the Mt. SAC real estate program. Estes moderated a Legal Forum for TCAR in February 2018 and two seminars on contracts in April and May 2018. (04/12/2018)
<b>Online Real Estate Program</b> - Develop an online real estate sales pre-license	<b>Report directly on Goal</b>	<b>Reporting Year:</b> 2018-19 <b>% Completed:</b> 100

<i>Unit Goals</i>	<i>Resources Needed</i>	<i>Where We Make an Impact: Closing the Loop on Goals and Plans</i>
<p>program</p> <p><b>Status:</b> Active</p> <p><b>Goal Year(s):</b> 2018-19</p> <p><b>Date Goal Entered (Optional):</b> 04/12/2018</p>	<p><b>Report directly on Goal</b></p>	<p>Online program up and running. (11/05/2018)</p> <hr/> <p><b>Reporting Year:</b> 2017-18</p> <p><b>% Completed:</b> 75</p> <p>BUSR 52 has been approved by DLC to be offered as an online class, Coupled with the current online BUSR 50 and either BUSA 11 or BUSL 18, students will be eligible to receive the Real Estate Sales Certificate online and eligible to take the Real Estate Sales Exam. (04/12/2018)</p>
<p><b>Real Estate Program Student Success</b></p> <p>- To measure and increase the California Real Estate State Exam passage rate for Mt. SAC real estate students</p> <p><b>Status:</b> Active</p> <p><b>Goal Year(s):</b> 2018-19</p> <p><b>Date Goal Entered (Optional):</b> 05/14/2018</p>		
<p><b>Real Estate Program Attendees -</b></p> <p>Increase the number of real estate students in the program</p> <p><b>Status:</b> Active</p> <p><b>Goal Year(s):</b> 2018-19</p> <p><b>Date Goal Entered (Optional):</b> 04/12/2018</p>		