

Outcomes Mapping

Business DIVISION							
Program:	Real Estate	# Courses: (if applicable)	16	Updated:		Submitted by:	

Institutional Level Outcomes (ILOs): <i>As a result of an educational experience with any aspect of the college, students will develop the following knowledge, skills, abilities, and attitudes:</i>									
1. Communication		2. Critical Thinking		3. Information and Technology Literacy		4: Personal, Social, Civic, & Environmental Responsibility			
Connect PLOs with an I, P, or M (see Key in Footer) identifying the level to which knowledge or a skill can be demonstrated following the completion of the program or educational experience.						PLO to ILO Alignment			
PLO Name	PLO Defined: Upon successful completion of this program, students will be able to:					1	2	3	4
1. PLO 1	Real Estate Sales Students completing the Real Estate Sales Certificate Program (three statutory classes per the Bureau of Real Estate) will have the requisite knowledge to pass the California Real Estate Sales Exam.					X	X	X	
2. PLO 2	State Exam Success Rate Mt. SAC real estate students will meet or exceed the state average for success or passage on the state licensing exam.					X	X	X	
3.									
4.									
5.									
6.									
7.									
8.									
9.									

See the Outcomes Assessment website for definitions and examples of Mt. SAC's ILOs: <http://www.mtsac.edu/instruction/outcomes/ilos.html>

Key for Level of Learning

(Use for Mapping SLOs/MOs to PLOs to ILOs)

I = Knowledge/Skill Introduced

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[illegible]

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Student Learning Outcomes (SLOs), Measureable Objectives (MOs), Administrative Unit Objectives (AUOs)														
Course: BUSR 51	Connect Outcomes with an I, P, or M (see Key in Footer) identifying the level to which knowledge or a skill can be demonstrated in that portion of the course or service.													
SLOs, MOs, AUOs	PLO 1	PLO 2	PLO 3	PLO 4	PLO 5	PLO 6	PLO 7	PLO 8	PLO 9	PLO 10	ILO 1	ILO 2	ILO 3	ILO 4
SLO 1. Students completing BUSR 51 - Legal Aspects of Real Estate will know the elements of contract formation.	P	P												
SLO 2 Students completing BUSR 51 - Legal Aspects of Real Estate will be able to differentiate between single and dual agency.	P	P												
Course: BUSR 52														
SLO 1. Students completing BUSR 52 - Real Estate Practice will be able to set realistic, measurable goals for themselves in business.	P	P												
SLO 2. Students completing BUSR 52 - Real Estate Practice will be able to complete the California Real Property Purchase Agreement.	P	P												
Course: BUSR 52D														
SLO 1. Students completing BUSR 52D - Real Estate Practice Work Experience will be able to successfully complete an Exclusive	P	P												

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Right to Sell Listing Agreement.														
SLO 2. Students completing BUSR 52D - Real Estate Practice Work Experience will be able to draft an offer to purchase real estate.	P	P												
Course: BUSR 53														
SLO 1. Students completing BUSR 53 - Real Estate Finance will be able to identify the role of the Secondary Mortgage Market.	P	P												
SLO 2. Students completing BUSR 53 - Real Estate Finance will be able to understand the elements of an adjustable rate loan.	P	P												
Course: BUSR 55														
SLO 1. Students completing BUSR 55 - Real Estate Economics will be able to identify factors affecting Demand in Real Estate.	I	I												
SLO 2. Students completing BUSR 55 - Real Estate Economics will be able to identify the forces affecting supply in real estate.	I	I												
Course: BUSR 57														
SLO 1. Students completing BUSR 57 - Income Tax Aspects of Real Estate Investment will understand the importance of an assets tax basis.	I	I												
SLO 2. Students completing BUSR 57 - Income Tax Aspects of Real Estate Investment will understand the method of	I	I												

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depreciating (cost recovery) of real estate for tax purposes														
Course: BUSR 59														
SLO 1. Students completing BUSR 59 - Real Estate Property Management will understand the legal relationship between a landlord and a tenant	P	P												
SLO 2. Students completing BUSR 59 - Real Estate Property Management will know what a trust fund is and the importance of maintaining records on trust fund receipts.	P	P												
Course: BUSR 60														
SLO 1. Students completing BUSR 60 - Real Estate Investment Planning will be able to distinguish between the aspects of real estate and other types of investments.	I	I												
SLO 2. Students completing BUSR 60 - Real Estate Investment Planning will be able to identify the advantages and disadvantages of different real estate investments.	P	P												
Course: BUSR 62														
SLO 1. Students completing BUSR 62 - Mortgage Loan Brokering and Lending will be able to distinguish between the various steps in loan processing.	I	I												
SLO 2. Students completing BUSR 62 - Mortgage Loan Brokering and Lending will be able to identify the fundamentals of mortgage lending.	P	P												

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Course: BUSR 76														
SLO 1. Students completing BUSR 76 - Escrow Procedures 1 will be able to define key words and phrases used in the escrow profession.	P	P												
SLO 2. Students completing BUSR 76 - Escrow Procedures 1 will be able calculate an escrow proration	I	I												
Course: BUSR 77														
SLO 1. Students completing BUSR 77 - Escrow Procedures 2 will be able create escrow instructions for a real estate transaction	I	I												
SLO 2. Students completing BUSR 77 - Escrow Procedures 2 will be able draft a closing statement for a real estate transaction.	I	I												
Course: BUSR 81														
SLO 1. Students completing BUSR 81 - Appraisal: Principles and Procedures will be able to define highest and best use.	P	P												
SLO 2. . Students completing BUSR 81 - Appraisal: Principles and Procedures will be able to identify the three methods of appraising real property.	P	P												
Course: BUSR 82														
SLO 1. Students completing BUSR 82 - Uniform Standards of Professional Appraisal Practice (USPAP) will be able to identify and apply minimum set of standards that apply in an appraisal at the end of the course	I	I												

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SLO 2. . Students completing BUSR 82 - Uniform Standards of Professional Appraisal Practice (USPAP) will be able to develop and report a credible opinion as to the quality for another appraiser's work.	I	I												
Course: BUSR 83														
SLO 1. Students completing BUSR 83 - Residential Appraisal will be able to assess a residence's value using a gross rent multiplier.	P	P												
SLO 2. Students completing BUSR 83 - Residential Appraisal will be able to assess a residence's value using a capitalization rate.	P	P												
Course: BUSR 84														
SLO 1. Students completing BUSR 84 - Residential Appraisal: Case Studies will be able to define statistical concepts used in appraisals.	P	P												
SLO 2. Students completing BUSR 84 - Residential Appraisal: Case Studies will be able to describe common writing problems found in appraisals	P	P												

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