

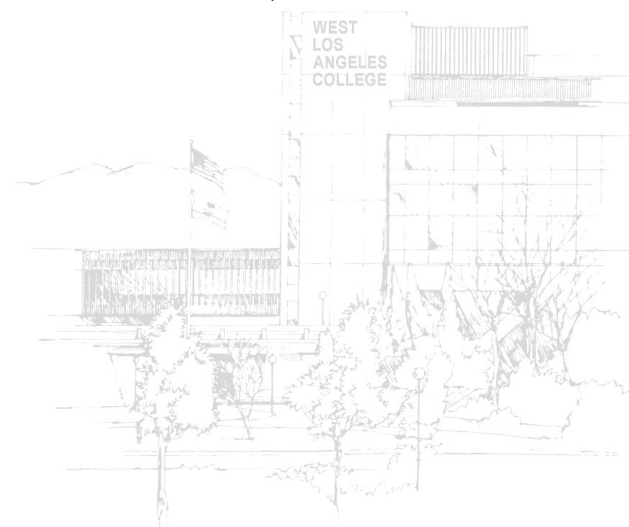
“R” Majors

Click on the major below to get to the exact page.

REAL ESTATE

The following section details the required curriculum for every degree and certificate program offered at the college. Students must complete all course requirements to petition for a skill certificate or state-approved Certificate of Achievement. In order to be eligible for an Associate degree, students must fulfill all major courses, all West general education requirements (Plan A or Plan B), and all other graduation requirements for a total of at least 60 units. Students should refer to “Graduation Requirements” (in the “Academics” section of this catalog) for additional information. Students are also encouraged to seek assistance from counselors and faculty.

Transfer students should consult the Transfer Center or the Counseling Office for major preparation and general education requirements for the particular transfer institution of their choice. Transfer students who want to obtain an Associate degree may select one of the Liberal Arts and Science degrees which require completion of the West, CSU, or IGETC general education core and at least 18 units of coursework in an approved area of emphasis (see Liberal Arts & Science Section for details).



ASSOCIATE OF ARTS DEGREE

MAJOR CODE 2207.00

(18 UNITS, PLAN A) + All West requirements for Associate Degree

REQUIRED COURSES	UNITS
HISTORY 11 Political and Social History of the United States I OR	3
HISTORY 12 Political and Social History of the United States II	3
POL SCI 1 The Government of the United States	3
POL SCI 2 Modern World Governments	3
POL SCI 7 Contemporary World Affairs	3
AND 6 UNITS FROM THE FOLLOWING:	
ANTHRO 101 Human Biological Evolution OR	3
SOC 1 Introduction to Sociology	3
ECON 1 Principles of Economics I	3
HISTORY 1 Introduction to Western Civilization I OR	3
HISTORY 2 Introduction to Western Civilization II	3
POL SCI 4 Introduction to State and Local Governments OR	3
POL SCI 8 The Modern Far East - Politics of the Pacific Rim	3
TOTAL UNITS	18

PSYCHOLOGY

ASSOCIATE DEGREES

The Associate of Arts degree in Psychology includes coursework that aligns with specific lower-division major requirements for the Psychology major at various universities within the University of California (UC) and California State University (CSU) systems.

Students interested in transferring to a four-year college or university with a major in Psychology may also consider the Associate of Arts degree in Liberal Arts and Sciences (Behavioral and Social Sciences emphasis). Students are encouraged to visit the Transfer Center for complete information regarding transfer requirements for the institution of their choice. Students interested in transfer are also encouraged to consult the Counseling Office for individualized educational planning.

Professional opportunities for psychology majors include: counseling, social work, management, and public health. Psychology also provides valuable background for those seeking careers in such fields as law, medicine, nursing, and child development.

ASSOCIATE OF ARTS DEGREE

MAJOR CODE 2001.00

(22 UNITS, PLAN A) + all West requirements for Associate Degree

REQUIRED COURSES	UNITS
PSYCH 1 General Psychology I	3
PSYCH 2 General Psychology II	3
MATH 227 Statistics	4
AND 9 UNITS FROM THE FOLLOWING:	
PSYCH 13 Social Psych	3
PSYCH 14 Abnormal Psychology	3
PSYCH 16 Intimacy, Marriage, and Family Relationships	3
PSYCH 41 Life Span Psychology: From Infancy to Old Age	3
PSYCH 52 Psychological Aspects of Human Sexuality	3
PSYCH 64 Introduction to Alcohol and Drug Abuse	3
AND 3 UNITS FROM THE FOLLOWING:	
ANTHRO 101 Human Biological Evolution	3
ANTHRO 102 Human Ways of Life: Cultural Anthropology	3
PHILOS 1 Introduction to Philosophy	3
SOC 1 Introduction to Sociology	3
TOTAL UNITS	22

REAL ESTATE

ASSOCIATE DEGREES

The Associate of Arts degree in Real Estate is primarily designed for vocational education and workforce training/development. The curriculum is not aligned with course requirements for transfer to a specific major at a four-year college or university.

The Associate of Arts degree in Real Estate is designed for the serious student who seeks a rewarding career as a real estate professional. The degree offers a vigorous academic program exploring all facets of the real estate profession. Completion of the degree program fulfills the education requirements for the California Real Estate Broker's License.

NOTE: Students should verify broker's license requirements with the California state Department of Real Estate.

ASSOCIATE OF ARTS DEGREE

MAJOR CODE 0511.00

(30 UNITS, PLAN A) + All West requirements for Associate Degree

REQUIRED COURSES	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practice	3
REAL ES 5 Legal Aspects of Real Estate I	3
REAL ES 7 Real Estate Finance I	3
REAL ES 9 Real Estate Appraisal I	3
REAL ES 21 Real Estate Economics	3

MAJOR REQUIREMENTS

ELECTIVES (12 UNITS FROM THE FOLLOWING)

REAL ES 4	Real Estate Office Administration	3
REAL ES 11	Escrow Principles	3
REAL ES 14	Property Management	3
REAL ES 18	Real Estate Investments I	3
MGMT 2	Organization & Management Theory OR	3
REAL ES 240	Computer Applications in Real Estate	3
MKTG 1	Principles of Selling	3
LAW 1	Business Law I (Same as BUS 5)	3
LAW 2	Business Law II	3
TOTAL UNITS		30

CERTIFICATES OF ACHIEVEMENT

Students who satisfactorily complete 24 units of the courses listed below are granted a Real Estate Certificate. All of the required courses must be completed for the Certificate. Possession of the Certificate also fulfills the education requirements for the California Real Estate Broker's License. Students should verify broker's license requirements with the California Department of Real Estate.

CERTIFICATE OF ACHIEVEMENT

MAJOR CODE 0511.00

(24 UNITS)

COURSES	UNITS	
REAL ES 1	Real Estate Principles	3
REAL ES 3	Real Estate Practices	3
REAL ES 5	Legal Aspects of Real Estate I	3
REAL ES 7	Real Estate Finance I	3
REAL ES 9	Real Estate Appraisal I	3
REAL ES 21	Real Estate Economics	3

ELECTIVES (6 UNITS FROM THE FOLLOWING)

REAL ES 4	Real Estate Office Administration	3
REAL ES 10	Real Estate Appraisal II	3
REAL ES 11	Escrow Principles	3
REAL ES 14	Property Management	3
LAW 1	Business Law I (Same as BUS 5)	3
LAW 2	Business Law II	3
REAL ES 240	Computer Applications in Real Estate	3
TOTAL UNITS		24

SKILL CERTIFICATES

Note: Skill certificates are not state-approved and are not included on transcripts. Only students completing state-approved degrees and/or certificates may participate in commencement.

SKILL CERTIFICATE IN REAL ESTATE ASSISTANT

MAJOR CODE 0511.00

This skill certificate prepares individuals with the essential skills and abilities to work as assistants in real estate offices. Assistants support agents, brokers, appraisers, and escrow officers in the conduct of real estate office business. Completion of 18 units (6 classes) earns the Real Estate Assistant Skill Certificate.

REQUIRED COURSES	UNITS	
REAL ES 1	Real Estate Principles	3
REAL ES 3	Real Estate Practices	3
ACCTG 21	Bookkeeping & Accounting	3
BUS 38	Business Computations	3
REAL ES 4	Real Estate Office Administration	3
CO SCI 901	Introduction to Computers and Their Use	3
TOTAL UNITS		18

SKILL CERTIFICATE IN REAL ESTATE APPRAISER TRAINEE

MAJOR CODE 0511.00

The California Office of Real Estate Appraisers (OREA) currently requires 150 hours of education in real estate appraisal to qualify for the Trainee Appraiser License. The required courses listed below can be used to satisfy that requirement. In certain cases, the courses below may also be used to satisfy both the Department of Real Estate (DRE) and OREA requirements for licensing. Students should consult with the DRE to verify current broker's license requirements.

REQUIRED COURSES	UNITS	
REAL ES 9	Real Estate Appraisal I	3
REAL ES 10	Real Estate Appraisal II	3
REAL ES 39	Uniform Standards of Professional Appraisal	1
REAL ES 40	Residential Report Writing and Case Studies	3

ELECTIVES (6 UNITS FROM THE FOLLOWING)

REAL ES 1	Real Estate Principles	3
REAL ES 5	Legal Aspects of Real Estate I	3
REAL ES 7	Real Estate Finance I	3
REAL ES 21	Real Estate Economics	3
TOTAL UNITS		16