

## **PSYCH 068 Biopsychology of Chemical Dependency: Drugs, Behavior, and Health (3) CSU**

*Prerequisite: ADDICST 001*

This course offers comprehensive instruction on the pharmacological and behavioral effects of all major categories of both legal and illegal psychoactive substances, including an overview of contemporary and historical drug regulation and abuse, and a detailed review of the nervous system.

## **PSYCH 074 Research Methods in the Behavioral Sciences (3) UC/CSU**

*Prerequisite: MATH 227 and PSYCH 001*

An introduction to basic research concepts, designs, and statistical techniques used in the behavioral and social sciences. Knowledge of descriptive and inferential statistics and its application to data is applied for both non-experimental and experimental studies. Understanding of ethics in research for animals and humans is addressed. Critiquing of current published research articles and disseminating of experimental and non-experimental research is discussed. Researching published articles through the use of personal computers is demonstrated. Report writing of APA style manuscripts and presentation of a group project from data collected are required.

## **PSYCH 091 Statistics for the Social and Behavioral Sciences (4)**

*Prerequisite: MATH 125*

An introduction to the basic statistical methods and analysis commonly used by the behavioral and social scientists. Topics include: descriptive and inferential statistics usually include levels and types of measurement; measures of central tendency and dispersion; normal, t, and chi-square distributions; probability and hypothesis testing; correlation and regression. Applications of statistical software to sociology and/or other social science data required.

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## **REAL ESTATE**

(REAL ES)

### **REAL ES 001 Real Estate Principles (3) CSU**

This beginning course in real estate fundamentals is required for the real estate salesperson's license, and is highly recommended as a foundation course in real estate. Real estate economics, terminology and definitions, real estate law, ownership rights, real estate investment and career opportunities, as well as other subjects vital to a basic understanding of real estate are covered. Note: This course is required for a real estate salesperson's license; elective for the California Broker's license.

### **REAL ES 003 Real Estate Practice (3) CSU**

This course covers the day-to-day activities of the real estate brokerage business from the viewpoint of both the owner and the sales staff. It gives practical training in such topics as: time management, human relations, client psychology, financing, leasing, appraising and property management. Note: This

course is required for those seeking the California Broker's license.

### **REAL ES 004 Real Estate Office Administration (3) CSU**

Topics presented in this course include management, leadership, communications, staffing, real estate market analysis, finance, and other topics pertinent to the successful operation of a real estate office. Note: This course may be used as an elective toward the California salesperson's license.

### **REAL ES 005 Legal Aspects of Real Estate I (3) CSU**

This course covers in detail the principles of property ownership and management, with special emphasis on the law as it applies to community property, conveyances, deeds, trust deeds, leases, brokerage activities, liens, homesteads, wills, estates and taxes. NOTE: This course is required for the California Broker's license; elective for a real estate salesperson's license.

### **REAL ES 007 Real Estate Finance I (3) CSU**

Forms and sources of financing property, construction and permanent financing are studied. The procedures for FHA, Cal Vet and VA financing, mortgage capital from savings and loan associations, commercial banks, insurance companies and other sources, junior mortgages, appraising for mortgages, loan ratios and leaseholds are also covered.

### **REAL ES 009 Real Estate Appraisal I (3) CSU**

This course emphasizes the theory, principles and methods used in the valuation of various types of properties. Cost, market and income approaches are examined in great detail. Land and building residual techniques are also presented. An appraisal report on a single-family residence is usually required.

### **REAL ES 010 Real Estate Appraisal II (3) CSU**

*Prerequisite: REAL ES 009.*

This advanced appraisal course features a brief review of the theory, principles and methods used in the valuation of residential, commercial and industrial properties. It also features case study problems illustrating the use of the three approaches to value, and a thorough analysis of the components utilized by the income approach. This course emphasizes the valuation of all income producing properties. An appraisal report on an income-producing property is usually required.

### **REAL ES 011 Escrow Principles (3) CSU**

The principles used in opening, processing and closing escrow accounts involving land and title transfers, including the forms and procedures used by escrow departments in banks, title companies, and escrow firms. Sample escrow forms are completed by students.

### **REAL ES 014 Property Management (3) CSU**

This course is designed for real estate brokers, salespeople and owners of income producing properties. Topics covered include the nature and types of property management,

# Course Descriptions

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organization for management, leases and contracts, rent scheduling, selling of space and techniques of renting, tenant selection and supervision, relations with owners, budgets, purchasing accounts, reports, ethics, and legal and professional relationships.

## **REAL ES 018 Real Estate Investments I (3) CSU**

This is an advanced course in which a thorough analysis is made of the investment factors that determine the evaluation of commercial, industrial and residential projects. The six basic steps in the investment process are covered in detail: search, analysis, negotiation, documentation, contingency removal and property management after purchase.

## **REAL ES 021 Real Estate Economics (3) CSU**

This course covers the fundamentals of economic trends and factors which affect the real estate market. Topics covered include: urban structural relationships, real estate market analysis, problems of subdividing, and the governmental relationship to real estate development. NOTE: This course is required for the California Broker's license; elective for a real estate sales license.

## **REAL ES 039 Uniform Standards of Professional Appraisal (1) CSU**

This course is required for the Appraiser Trainee license and for the Real Estate Appraisal Certificate. Students learn the basic standards of professional appraisal practice and apply them to case studies of practical situations.

## **REAL ES 040 Residential Report Writing and Case Studies (3)**

Required course for the Appraiser Trainee License. This course teaches how to reason and use logic in the writing of a residential appraisal of a one-unit property using the 1004MC form report. Students will also be analyzing case studies that deal with more difficult appraisal problems and proposing solutions to those cases.

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## **SOCIOLOGY (SOC)**

### **SOC 001 Introduction to Sociology (3) UC/CSU**

This course is an overview of what we know (and do not know) about human behavior and human societies. It examines how social life (life in groups, organizations and societies) affects people, and how people affect each other and their societies.

### **SOC 002 American Social Problems (3) UC/CSU**

This course deals with the analysis of societal problems in the United States today. It emphasizes problems related to poverty, deviance, criminal justice, group conflict, population, environment and social change.

### **SOC 011 Ethnic & Racial Minorities in the United States (3) UC/CSU**

Examines minority/majority relationships in the United States, how these relationships developed historically, and the social, political, and economic forces that maintain or act to change these relationships. Analysis of similarities and differences in ethnic and racial groups' experiences will promote understanding of the forces underlying minority/majority relations.

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## **SPANISH (SPANISH)**

### **SPANISH 001 Elementary Spanish I (5) UC/CSU**

*Recommended: ENGLISH 028 or 101.*

This introductory course teaches beginning language acquisition in a cultural context through listening, speaking, reading and writing. The students will interact with authentic language in cultural context.

### **SPANISH 002 Elementary Spanish II (5) UC/CSU**

*Prerequisite: SPANISH 001 with a grade of "C" or better, or two years of high school Spanish or equivalent.*

This course is a continuation of SPANISH 001. It is designed to provide the student with further skill development in understanding, reading, speaking, and writing Spanish. More advanced cultural material is presented to further develop the interest, knowledge and appreciation for the lifestyle of Hispanic peoples.

### **SPANISH 003 Intermediate Spanish I (5) UC/CSU**

*Recommended: SPANISH 002 with a grade of "C" or better, or three years of high school Spanish.*

This course assists the student with the continued development of proficiency in Spanish language skills. It reviews and expands grammatical concepts learned in previous courses, and emphasizes idiomatic construction and conversational ability. Discussion of elected literary and cultural readings will provide training in oral and written expression.

### **SPANISH 004 Intermediate Spanish II (5) UC/CSU**

*Recommended: SPANISH 003 with a grade of "C" or better, or four years of high school Spanish.*

This course provides a review of the more difficult aspects of grammar and seeks to perfect comprehension, fluency and cultural knowledge. Spanish and Spanish American life and problems are considered through readings and discussion of literature. The readings provide the basis for regular composition assignments.

### **SPANISH 007 Conversational Spanish (3) CSU**

This course is designed for students who have taken introductory language courses in Spanish and would like to develop their oral skills while exploring topics such as everyday life and routines, shopping, running errands, traveling, sports, family relations and celebrations, medical conditions, and education.