

Degree and Certificate Program Descriptions

AA-T Associate in Arts Degree for Transfer	CA Certificate of Achievement
AS-T Associate in Science Degree for Transfer	CN Certificate of Completion (noncredit)
AA Associate of Arts degree	CY Certificate of Competency (noncredit)
AS Associate of Science degree	SC Skills Certificate (non-transcribed)

Required courses	29-30
ALD HTH 103 Introduction to Public Health	3
ANATOMY 001 Introduction to Human Anatomy with Lab	4
BIOLOGY 003 Introduction to Biology	4
OR	
BIOLOGY 003A Introduction to Biology AND	3
BIOLOGY 003B Introduction to Biology Lab	1
CHEM 101 Introduction to General Chemistry	5
HEALTH 011 Personal Health and Wellness	3
MATH 227 Statistics	4
PHYSIOL 001 Introduction to Human Physiology with Lab	4
PSYCH 001 Introduction to Psychology	3
Elective units (chosen from the following)	3
ALD HTH 102 Health and Social Justice	3
ECON 001 Principles of Economics I	3
ECON 002 Principles of Economics II	3
FAM & CS 021 Nutrition	3
PSYCH 052 Psychological Aspects of Human Sexuality	3
SOC 001 Introduction to Sociology	3
Additional CSU GE or IGETC units	19-24
(37-39 units, minus 15-18 major units that may be double-counted as GE)	
CSU-transferable elective units	6-12
TOTAL	60

REAL ESTATE

BUSINESS DIVISION

REAL ESTATE (AA)

MAJOR CODE: 0511.00

The Associate of Arts degree in Real Estate is primarily designed for career and technical 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.

Program Learning Outcomes: Upon successful completion of this program, students will be able to...

- Utilize a network of real estate professionals to conduct and complete the sale, purchase and management of real estate processes and transactions.
- Use current and emerging technologies and applications to conduct real estate transactions.
- Interpret property and real estate law to troubleshoot legal aspects in selling, purchasing and management of real estate.
- Use of personal and business investment strategies and methods to advise clients and address customer needs.
- Market, manage and direct the daily activities of a successful real estate agency.
- Model effective and appropriate interactions and relationships that create good will and repeat business.
- Model, adopt, and comply with ethical and moral business practices that maintain and sustain trust and integrity in the workplace and with clients, pursuant to DRE regulations and requirements.
- Communicate oral and written thoughts in a clear and organized manner to effectively inform and convey ideas in the workplace and with clients.

Required courses	18
REAL ES 001 Real Estate Principles	3
REAL ES 003 Real Estate Practice	3
REAL ES 005 Legal Aspects of Real Estate I	3
REAL ES 007 Real Estate Finance I	3
REAL ES 009 Real Estate Appraisal I	3
REAL ES 021 Real Estate Economics	3
OR	
ECON 001 Principles of Economics	3

Elective units (chosen from the following)	12
BUS 005 Business Law	3
MGMT 002 Organization & Management Theory	3
REAL ES 004 Real Estate Office Administration	3
REAL ES 011 Escrow Principles	3
REAL ES 014 Property Management	3
REAL ES 018 Real Estate Investments I	3

Additional LACCD GE plan units **18**
(21 units, minus 3 major units that may be double-counted as GE)

Degree-applicable elective units **12**

TOTAL **60**

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REAL ESTATE (CA)

MAJOR CODE: 0511.00

Gainful Employment

To find information about the careers for which this certificate prepares you, the costs associated with the program, median debt accumulated by students completing the program, and time to completion, please visit the Gainful Employment Disclosure website at: <http://wlac.edu/Gainful-Employment/index.aspx>.

Required courses	18
REAL ES 001 Real Estate Principles	3
REAL ES 003 Real Estate Practice	3
REAL ES 005 Legal Aspects of Real Estate I	3
REAL ES 007 Real Estate Finance I	3
REAL ES 009 Real Estate Appraisal I	3
REAL ES 021 Real Estate Economics	3
OR	
ECON 001 Principles of Economics	3
Elective units (chosen from the following)	6
BUS 005 Business Law	3
CO SCI 901 Intro to Computers and Their Use	3
REAL ES 004 Real Estate Office Administration	3
REAL ES 010 Real Estate Appraisal II	3
REAL ES 011 Escrow Principles	3
REAL ES 014 Property Management	3
REAL ES 018 Real Estate Investments I	3
TOTAL	24

REAL ESTATE ASSISTANT (SC)

MAJOR CODE: 0511.11

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.

Required courses	20
ACCTG 001 Introductory Accounting	5
BUS 038 Business Computations	3
CO SCI 901 Intro to Computers and Their Use	3
REAL ES 001 Real Estate Principles	3
REAL ES 003 Real Estate Practices	3
REAL ES 004 Real Estate Office Administration	3

REAL ESTATE APPRAISER TRAINEE (SC)

MAJOR CODE: 0511.11

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	10
REAL ES 9 Real Estate Appraisal I	3
REAL ES 10 Real Estate Appraisal II	3
REAL ES 39 Uniform Standards of Appraisal	1
REAL ES 40 Report Writing & Case Studies	3
Elective units (chosen from the following)	6
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	16

SOCIOLOGY

SOCIAL SCIENCES

SOCIOLOGY (AA-T)

MAJOR CODE: 2208.00

The Associate in Arts in Sociology for Transfer (AA-T) is a degree that provides a solid lower-division preparation for students who intend to transfer to a California State University (CSU) for a bachelor's degree in Sociology. This degree is designed to provide a clear pathway to a CSU and guarantee admissions to a CSU. Although, students are guaranteed admissions, it is not to any particular campus or program in the CSU system. Students will be required to meet with a counselor for specific university major preparation at the college of their choice in order to facilitate a seamless transition. This coursework will satisfy the lower division Sociology requirements at some of the CSU campuses. Information on which campuses accept this degree can be found at <http://www.sb1440.org/>

Students who complete an ADT and transfer to a similar major at a CSU are guaranteed a pathway to finish their baccalaureate degrees in 60 semester or 90 quarter units. These degrees require students to meet both of the following requirements:

1. Completion of 60 semester units or 90 quarter units that are eligible for transfer to the California State University, including both of the following: