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.

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.

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.
### Course Descriptions

**SPANISH 010 Latin-American Civilization (3) CSU**
This course will explain the diversity of social and political life of the Latin American continent and the way political scientists and historians are making sense of cultural and political differences. Students will learn to see certain events as the products of particular social, political, and historical contexts. This course will cover social topics such as: Race, Ethnicity, Gender, Religious, Economics, Developmental, Environmental issues and the politics of Latin America.

**SPANISH 012 Survey of Mexican Literature (3) CSU**
This course introduces students to a variety of literary genres written in Mexico from different historical periods. General themes may include but are not limited to: The representation of indigenous identities, the Spanish conquest, gender representation, nation-building, the Revolution of 1910, border studies, and globalization.

### THEATER (THEATER)

**THEATER 100 Introduction to the Theater (3) UC/CSU**
This survey course introduces students to the theater. Students learn to become aware of the components constituting an artistic entity and to intelligently and objectively evaluate a professional or non-professional performance. As a final project, students may collectively produce a play.

**THEATER 110 History of the World Theater (3) UC/CSU**
This course surveys theater from its prehistoric beginnings to contemporary drama. It emphasizes the reflection of the culture in the drama of each historical period and follows throughout the threads of subject matter, dramatic structure, playwrights, acting techniques and approaches, playing space, and visual elements.

**THEATER 114 Script Study for Theatre Performance, Production and Appreciation (3) CSU**
Principles, theories and techniques of play script analysis for theatrical production.

**THEATER 130 Playwriting (3) CSU**
This course introduces the student to the basic principles and techniques of playwriting. This is a hands-on practical introduction to playwriting culminating in the student’s one-act play being presented by student actors to a live audience.

**THEATER 200 Introduction to Acting (3) UC/CSU**
This course is an introduction to the art and craft of acting. The student will be exposed to a brief history of acting. Various areas of actor training including breathing and movement exercises will be covered through lecture/demonstration, ensemble exercises, scene work, play reading and viewing live performances.

**THEATER 270 Beginning Acting (3) UC/CSU**
This course is designed to exercise the separate parts of the composite art of acting which includes thought, preparation, character analysis for monologue and scene preparation. Also, emphasis will be placed on improvisation, cold readings and interpretation. The ultimate goal is to develop a firm foundation for the novice actor in basic acting techniques.

**THEATER 271 Intermediate Acting (2) UC/CSU**
Prerequisite: THEATER 200 with a grade of “C” or better. Acting principles are expanded and applied in staged scenes. The emphasis is on comprehension, translation into meaningful dramatic action, and character creation. The actor’s self-awareness is explored and developed before a classroom audience.

**THEATER 278 Film and Television Acting (3) UC/CSU**
The basic fundamentals of acting for the camera are explored. Demonstration, exercises and improvisations are used to practice the techniques. Scenes are practiced, taped and critiqued.

**THEATER 291 Rehearsals and Performances I (1) CSU**
This course provides instruction and supervised student participation in rehearsals and performances of a Theater Department production. Areas of involvement include all roles needed to complete the rehearsal and performance process. Student must be available for technical rehearsals and performance dates.

**THEATER 305 Introduction to Design for Theatre (3) UC/CSU**
Students will be offered a survey of scenery, lighting, sound, costumes, makeup, properties, theatrical equipment and construction techniques through demonstration, and laboratory experience. Information is applicable to all formal theatrical applications.