



Entrepreneurship-Real Estate Management Certificate 2018–2019

DESCRIPTION:

The Entrepreneurship Certificate focusing on Real Estate Management consists of six courses covering 16 credit hours and can be taken in as short as two semesters. This certificate will provide an entrepreneurial skill set to students who wish to open a small business in the real estate industry. Students will gain core knowledge in the foundational areas of real estate such as principles/practices, property management, investing, and repair. Entrepreneurial knowledge will center on market research, segmentation and analysis, product development, revenue identification, sales forecasting, and sources of financing.

This certificate is meant to benefit a wide range of end users. Current students in either the Entrepreneurship AAS or Real Estate AAS degrees can benefit by taking the additional classes to enhance their chances of opening a business. Current real estate agents are able to earn a certificate while improving their operations of an existing business. Potential students can also utilize this certificate as continuing education in order to advance with their current employer in the real estate industry. For more information, see csc.edu/academics/gainful-employment.

ADMISSION REQUIREMENTS:

This is a non-selective, open-admission program. Students may enroll in any semester. Placement into ENGL 1100.

ONGOING REQUIREMENTS:

Students must maintain the minimum overall GPA required by the College.

OPPORTUNITIES FOR GRADUATES:

Career:

Completion of the Entrepreneurship Certificate focusing on Real Estate will provide students with the knowledge and skill sets to open their own small business in the real estate industry. Some common job titles for certificate degree candidates include owner, manager, realtor, and broker.

Transfer:

Many courses required in the certificate are electives or requirements that can be applied to the Entrepreneurship AAS or Real Estate AAS degrees.

CERTIFICATE REQUIREMENTS (ENTREPRENEURSHIP-REAL ESTATE MANAGEMENT CERTIFICATE):**FIRST SEMESTER**

Course	Term	Credits	Milestones/Progress Check
REAL 1011 Real Estate Principles and Practices	AU/SP/SU	3	
REAL 1012 Real Estate Law	AU/SP/SU	3	
BMGT 2231 Fundamentals of Entrepreneurship	AU/SP/SU	3	
Semester Credits		9	

SECOND SEMESTER

Course	Term	Credits	Milestones/Progress Check
BMGT 2232 Business Plan Development	AU/SP/SU	3	
REAL 1013 Real Estate Finance	AU/SP/SU	2	
REAL 1014 Real Estate Appraisal	AU/SP/SU	2	
Semester Credits		7	
Total		16	

*AU: Autumn Semester/SP: Spring Semester/SU: Summer Semester
Requirements subject to change.*