**Assessment Plan for Workforce and FOS Programs**

**Program/Track Name: \_\_Real Estate Management\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Description of Program-Level Learning Outcomes**

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| Program-Level Learning Outcomes |
| Program Learning Outcome 1: | Demonstrate an understanding of the requirements of real estate regulations.  |
| Program Learning Outcome 2: |  Demonstrate a basic knowledge of real estate contract law.  |
| Program Learning Outcome 3: | Describe the various types of financing techniques and programs available to real estate purchasers and how government financing regulations play a role. |
| Program Learning Outcome 4: | Describe how to represent clients as a fiduciary and communicate professionally with clients, customers, and other real estate stakeholders. |

Please indicate the Program Learning Outcomes for the degree, degree track, or certificate below:

**Section I: Technical Courses**

For **all technical courses** in the program, indicate in the table on the following page whether and/or how the course will support the program learning outcomes. You should include courses outside your discipline area and work collaboratively with those disciplines to determine whether and/or how those course(s) will support the program learning outcomes. **Please note** that it is understandable if courses from outside the discipline do not assess the program-level learning outcomes and serve only to introduce, practice and/or emphasize the program outcomes. It is also possible that technical courses outside of your discipline may not directly support the specific program-level learning outcomes you have identified.

***How to complete the program map:***

For each technical course in your program, please indicate whether any program-level learning outcome is introduced to students (I), practiced by students (P), emphasized for students (E), or formally assessed (A).

For example, if course WXYZ 1234 introduces students to one of the program outcomes, then enter “I” for that specific program outcome in the appropriate column. Please note that a course can be “I”, “P”, “E” and/or “A” in any program outcome. The labels in the following table apply SOLELY to the program level learning outcomes defined above. (It is NOT necessary for every course to address a program level learning outcome, and it is NOT necessary that Assessment or program level learning outcomes occur in every course.)

**Program Map ▼**

I=Introduced P=Practiced E=Emphasized A=Assessed

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| --- | --- | --- | --- | --- |
| Program Courses | Program Learning Outcome 1 | Program Learning Outcome 2 | Program Learning Outcome 3 | Program Learning Outcome 4 |
| RELE-1338 | I,P,E |  | I,P,E | I,E |
| RELE-1301 | I,P,E,A | I |  | I |
| RELE-1311 | E | I,P,E |  |  |
| RELE-1300 | E | I,P,E,A |  |  |
| RELE-1319 | I | I | I,P,E,A |  |
| RELE-2301 | P,E | I,P |  | I,P,E,A |
| RELE-1321 | P |  |  | I |
| RELE-1325 |  | P,E | P,E |  |
| BUSG-2309 | I |  |  | E |
| BMGT-1305 |  |  |  | E |
| MRKG-1301 | I |  |  | I |
| MRKG-2349 |  |  |  | I |

**Assessment Plan for Program Learning Outcomes**

Review existing assessment methods and current practices for collecting/gathering student data to identify direct (and possibly indirect methods of assessment). Remember that the data will need to be gathered, analyzed, and used to support the program’s continuous improvement processes.

**Note:** Because courses from other disciplines already have assessment plans in place, they do not have to be included in this assessment plan. Nonetheless, proposers must work collaboratively with these other disciplines to stay current and up-to-date with the assessment plans in these courses.

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| Program-Level Learning Outcome (e.g. Students will describe the impact of various cultures on American cuisine.) | Assessment Measure(s) and Where Implemented in Curriculum – Description of Instrument(s)/ process(es) used to measure results and indication of where the assessment will be collected in curriculum. (e.g. Essay on Cultural influences on American cuisine in CUIS 1300.) | Targets- Level of Success Expected(e.g. 80% of students score 2.5 or better on rubric for essay on cultures and cuisine.) |
| PLO#1: Demonstrate an understanding of the requirements of Real Estate regulations. | The final exam in **RELE 1301-Principles of Real Estate I** includes test questions covering licensing requirements for agents and brokers, concepts of laws and regulations including the Texas Real Estate License Act, federal fair housing, ethics of practice, conveyance of real property , legal descriptions, and evidence of ownership.  | 70% of students who attempt the final exam will score 70% or above. *Note that all questions on this exam relate to this PLO.* |
| PLO#2: Demonstrate a basic knowledge of real estate contract law. | The final exam in **RELE-1300-Contract Forms and Addenda** will test students on the elements of a contract, executed contracts, statute of frauds, remedies for default, unauthorized practice of law, rules relating to use of promulgated forms, and owner disclosure requirements. Students will be evaluated on completing contract documentation using promulgated forms and addenda. | 70% of students who attempt the final exam will score 70% or above. *Note that all questions on this exam relate to this PLO.* |
| PLO#3:Describe the various types of financing techniques and programs available to real estate purchasers and how government financing regulations play a role. | The final exam in **RELE 1319-Real Estate Finance** includes test questions coveringmonetary systems, types and sources of mortgage loans, federal programs and regulations, laws affecting mortgage lending, the lending process from application to closing including evaluation of buyer and real property using lender guidelines. | 70% of students who attempt the final exam will score 70% or above. *Note that all questions on this exam relate to this PLO.* |
| PLO#4: Describe how to represent clients as a fiduciary and communicate professionally with clients, customers, and other real estate stakeholders | The final exam in **RELE-2301-Law of Agency** will test students on the concept of client representation as a fiduciary including the types of client-agent relationships, agent authority, termination of agency , deceptive trade practices, employment law, listing and buying representation, required disclosure of agency relationships and duties to other stakeholders. | 70% of students who attempt the final exam will score 70% or above. *Note that all questions on this exam relate to this PLO.* |