

# BUSINESS ADMINISTRATION - REAL ESTATE, ASSOCIATE OF APPLIED BUSINESS

Curriculum Code #0233

Effective May 2019

Division of Engineering, Business and Information Technologies (<http://catalog.lorainccc.edu/academic-programs/engineering-business-information-technologies>)

This program is designed to prepare individuals for employment in the field of real estate. The four real estate courses satisfy the pre-license education requirement for the State of Ohio Real Estate Salesperson's License examination, and completion of this program may meet the education requirement for an Ohio Real Estate Broker's license. Lorain County Community College has articulation agreements with colleges and universities including programs offered by Lorain County Community College's University Partnership. Any student interested in pursuing a bachelor degree needs to check with the university to which he/she is transferring for course requirements.

## First Year

Fall Semester	Hours
ACTG 151 ACCOUNTING I - FINANCIAL	4
ENGL 161 COLLEGE COMPOSITION I	3
FNCE 111 REAL ESTATE PRINCIPLES & PRACTICES	3
FNCE 112 REAL ESTATE LAW	3
FNCE 115 REAL ESTATE FINANCE	1
FNCE 118 REAL ESTATE APPRAISAL	1
SDEV 101 COLLEGE 101 <sup>6</sup>	1
Hours	16

## Spring Semester

CISS 121 MICROCOMPUTER APPLICATIONS I	3
ECNM 151 PRINCIPLES OF MACROECONOMICS	3
ENGL 162 COLLEGE COMPOSITION II <sup>3</sup>	3
Select one of the following:	3-4
MTHM 158 QUANTITATIVE REASONING	
MTHM 168 STATISTICS	
MTHM 171 COLLEGE ALGEBRA <sup>2</sup>	
PHLY 161 INTRODUCTION TO ETHICS	3
Hours	15-16

## Second Year

Fall Semester	Hours
BADM 161 BUSINESS LAW I	3
ECNM 152 PRINCIPLES OF MICROECONOMICS	3
ENTR 200 ENTREPRENEURSHIP	3
ENTR 201 ENTREPRENEURIAL FINANCE <sup>3,5</sup>	3
Science Elective <sup>4</sup>	3-4
Hours	15-16

## Spring Semester

BADM 211 BUSINESS COMMUNICATIONS <sup>3</sup>	3
BADM 255 HUMAN RESOURCES MANAGEMENT <sup>1</sup>	3

MKRG 245 SOCIAL MEDIA MARKETING	3
PSYH 151 INTRODUCTION TO PSYCHOLOGY or SOCY 151G or INTRODUCTION TO SOCIOLOGY	3
Technical Elective	2-3
Hours	14-15
Total Hours	60-63

- <sup>1</sup> This course is required for the Ohio Real Estate Broker's license.
- <sup>2</sup> MTHM 171 is required for the partnership universities and most transfer institutions.
- <sup>3</sup> Indicates that this course requires a prerequisite.
- <sup>4</sup> Science elective from the general education/transfer module and must be with a lab if transferring to the University Partnership.
- <sup>5</sup> FNCE 251 may be used as a substitution for ENTR 201. Check catalog for FNCE 251 prerequisites.
- <sup>6</sup> A student must register for the orientation course when enrolling for more than six credit hours per semester or any course that would result in an accumulation of 13 or more credit hours.

## Technical Electives

Code	Title	Hours
BADM 153	RECRUITMENT SELECTION TRAINING AND DEVELOPMENT	3
BADM 162	BUSINESS LAW II <sup>3</sup>	3
MKRG 113	PRINCIPLES OF SELLING	3
MKRG 211	APPLIED MARKETING ESSENTIALS	3
MKRG 247	SERVICES MARKETING <sup>3</sup>	3
MKRG 251	PRINCIPLES OF MARKETING <sup>3</sup>	3
FNCE 287	WORK-BASED LEARNING I - FNCE	2

Program Contact(s):

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For information about admissions, enrollment, transfer, graduation and other general questions, please contact your advising team (<https://www.lorainccc.edu/admissions-and-enrollment/advising-and-counseling>).

**More program information can be found on our website.**  
 (<https://www.lorainccc.edu/business-programs/associate-applied-business-real-estate>)